

CONVENTION NUMBER

GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month in the interest of progressive Grain Dealers

Vol. XXXI. No. 8.

CHICAGO, ILL., OCTOBER 25, 1913.

PRICE \$1.50 PER YEAR
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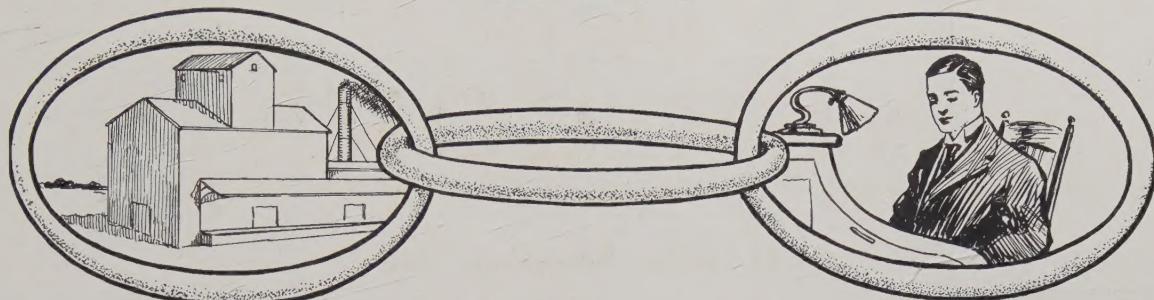
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CINCINNATI



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Consider the possibility of great variation of price that could occur during an extended time in transit.

If you have stopped in our city on your travels to or from the Annual Convention of the Grain Dealers National Association, many of these facts have undoubtedly been made self apparent. If you did not attend, or could not accept our invitation, let your mind be guided by the logic of our arguments. Send a trial car to any of the following:

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Van Leunen Co., The—Hay and Grain
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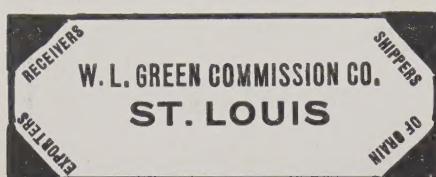
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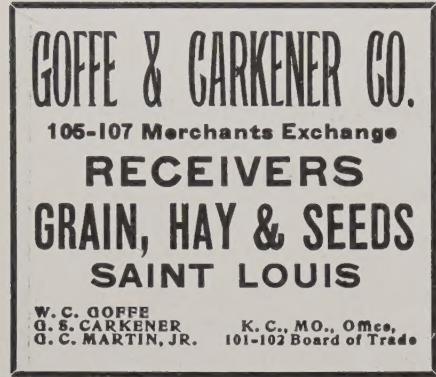
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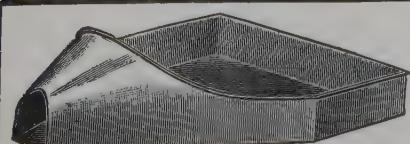
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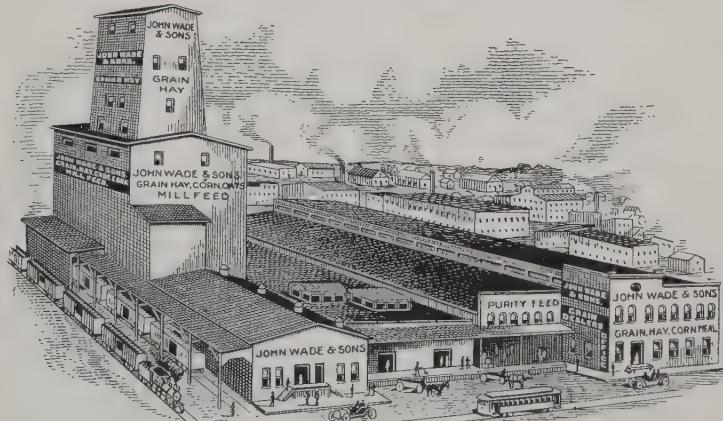
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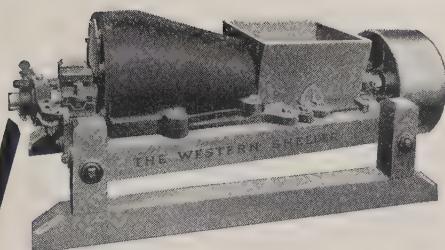
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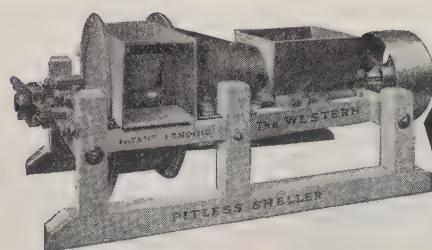
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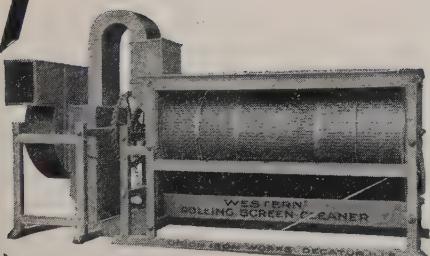
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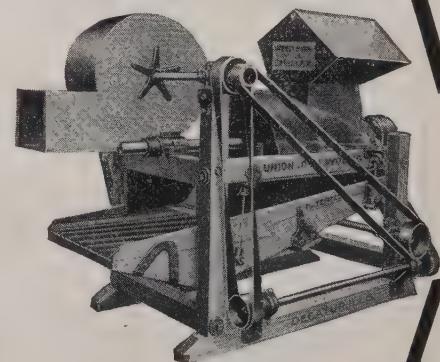
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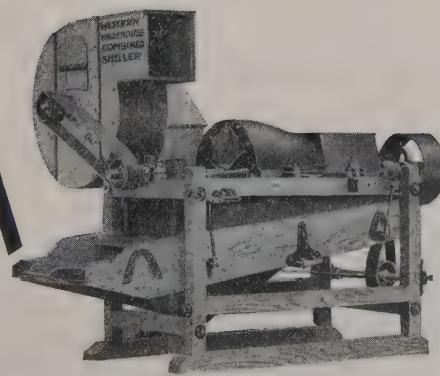


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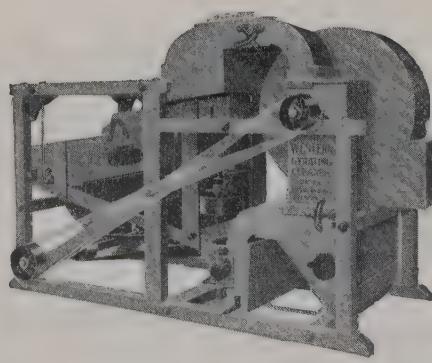
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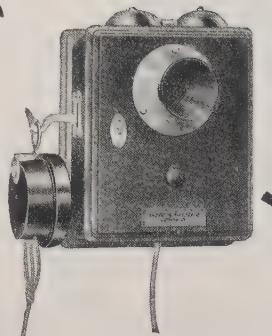
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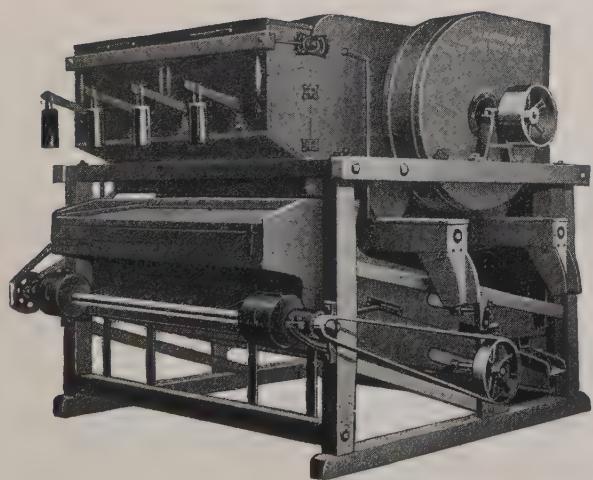
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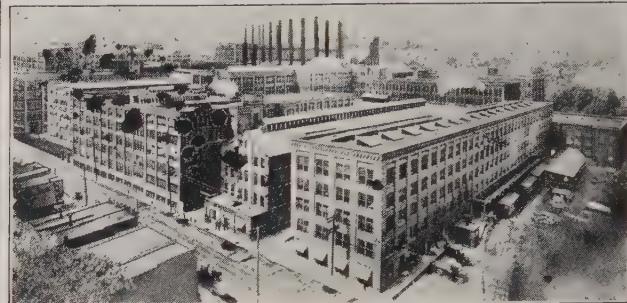
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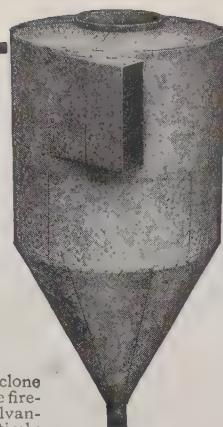
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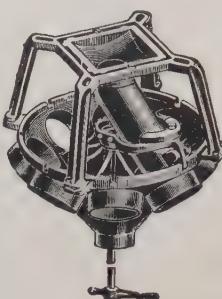
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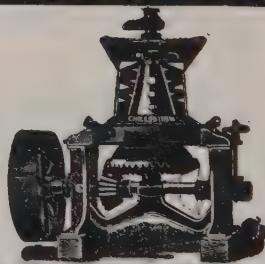
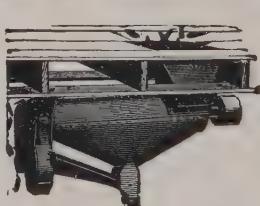
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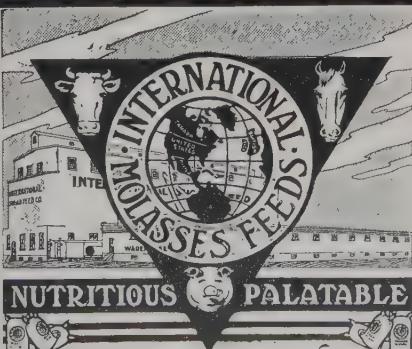
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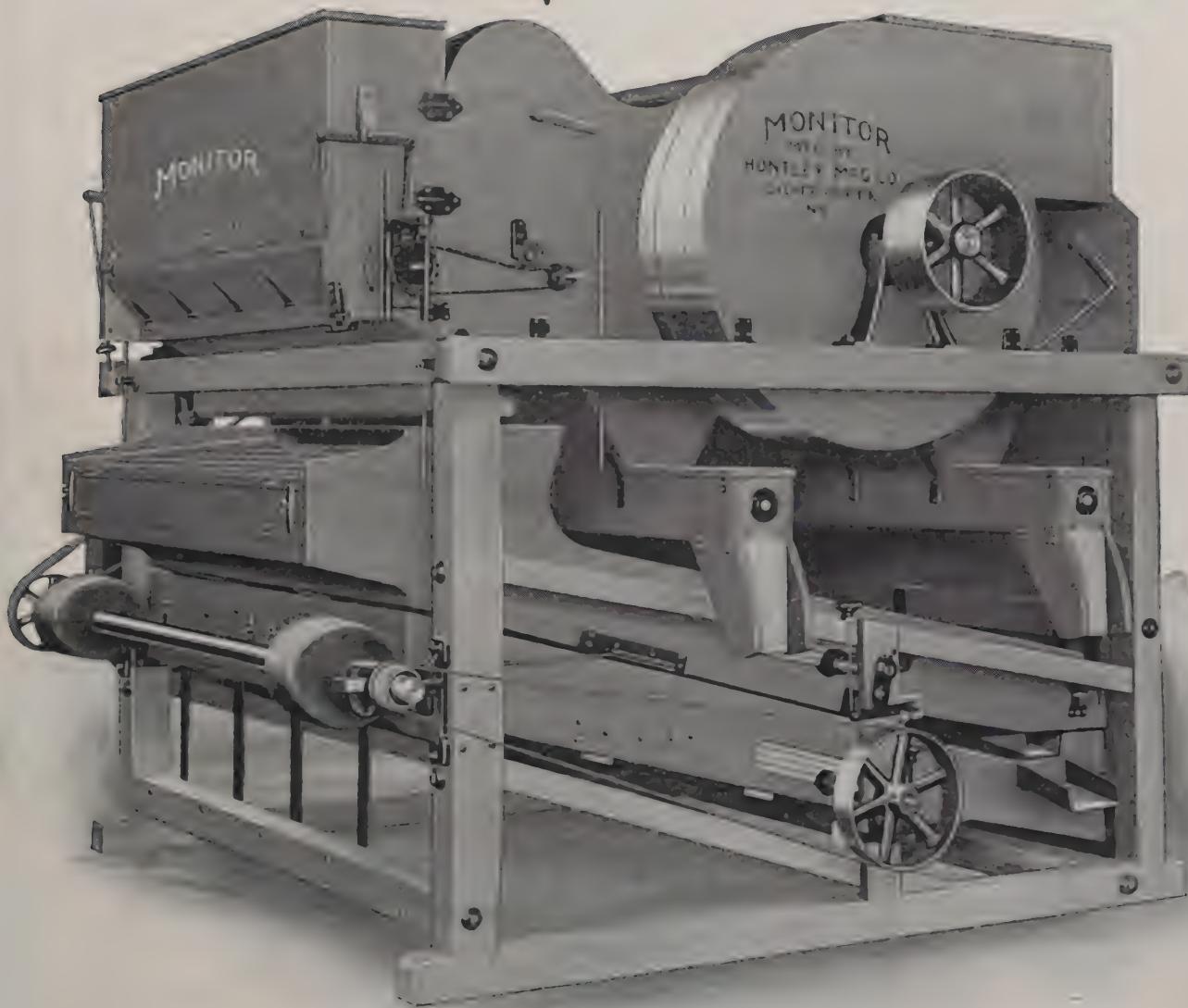
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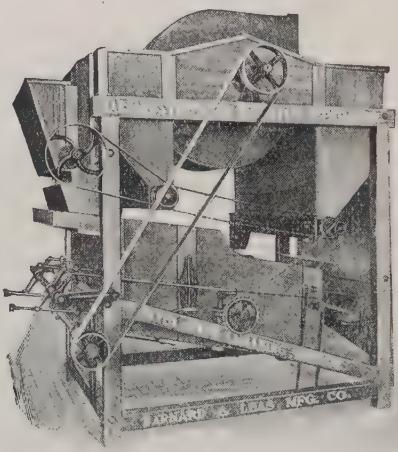
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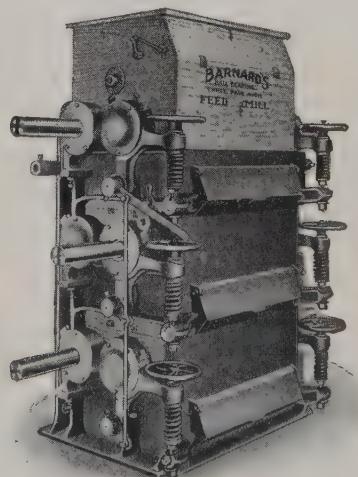
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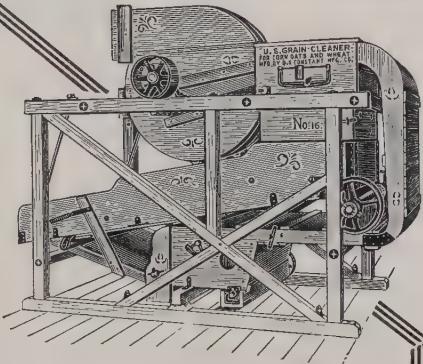
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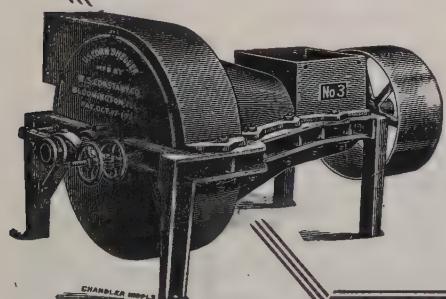
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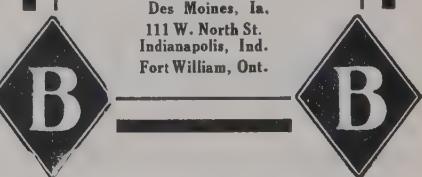
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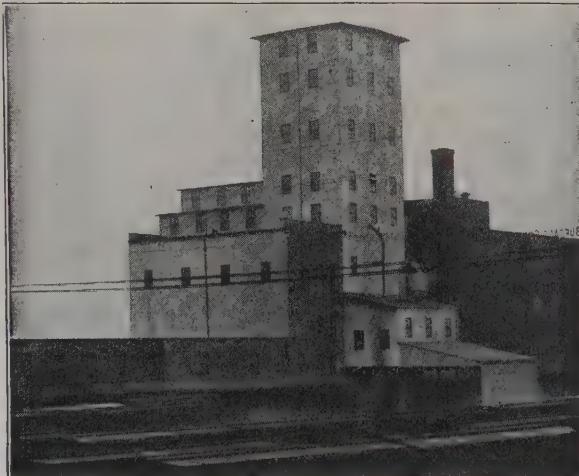
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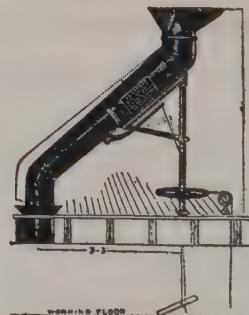
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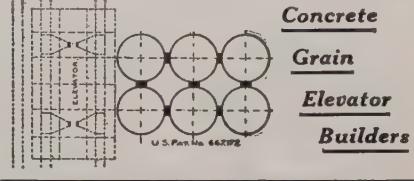
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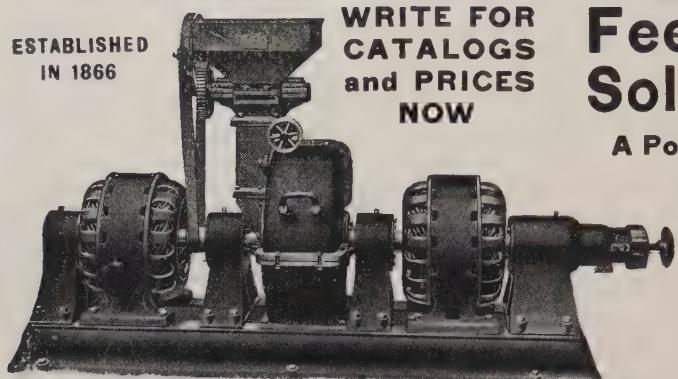
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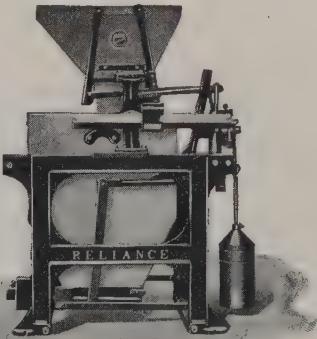
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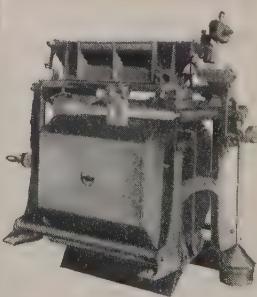
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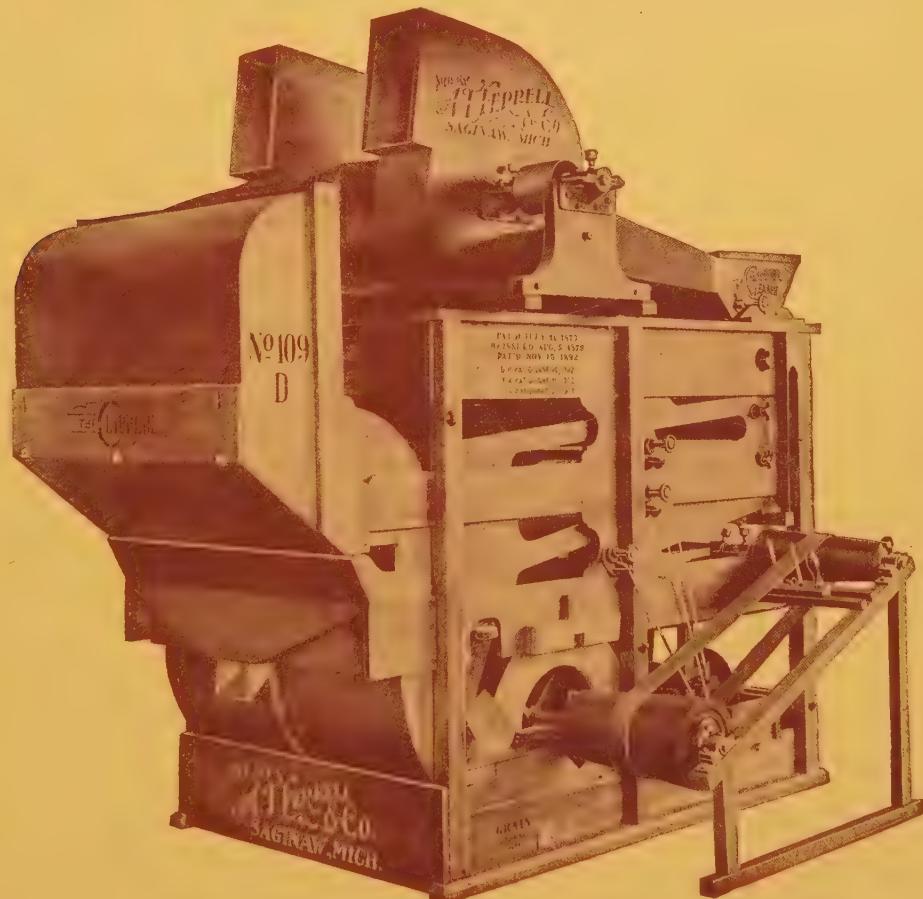
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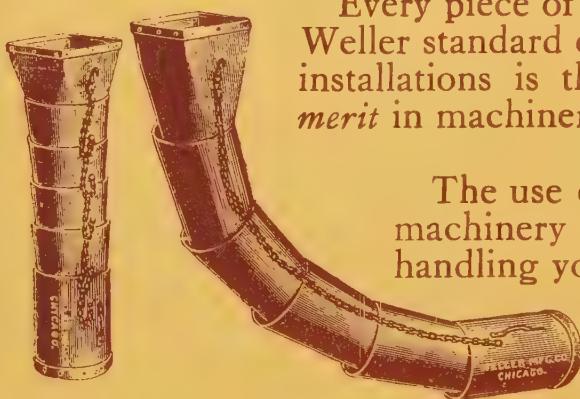
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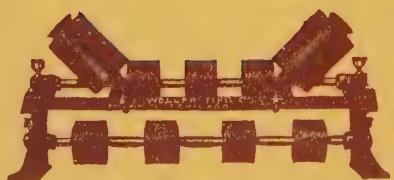
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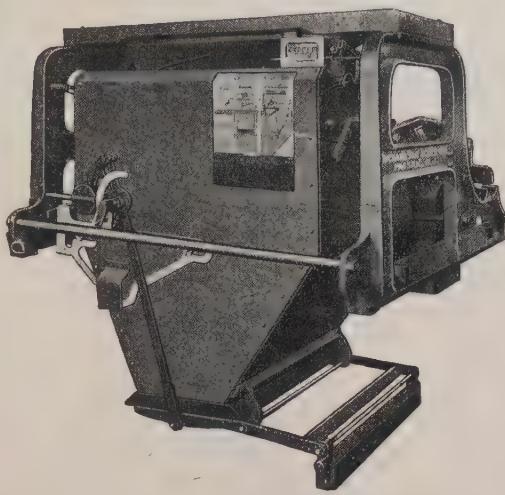
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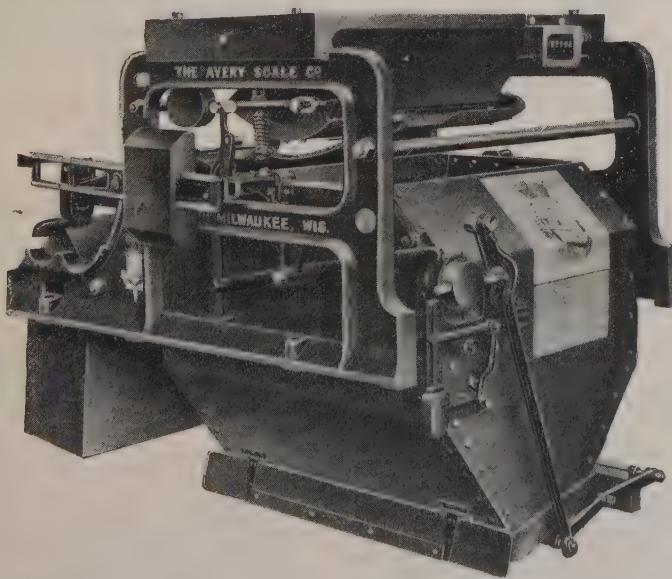
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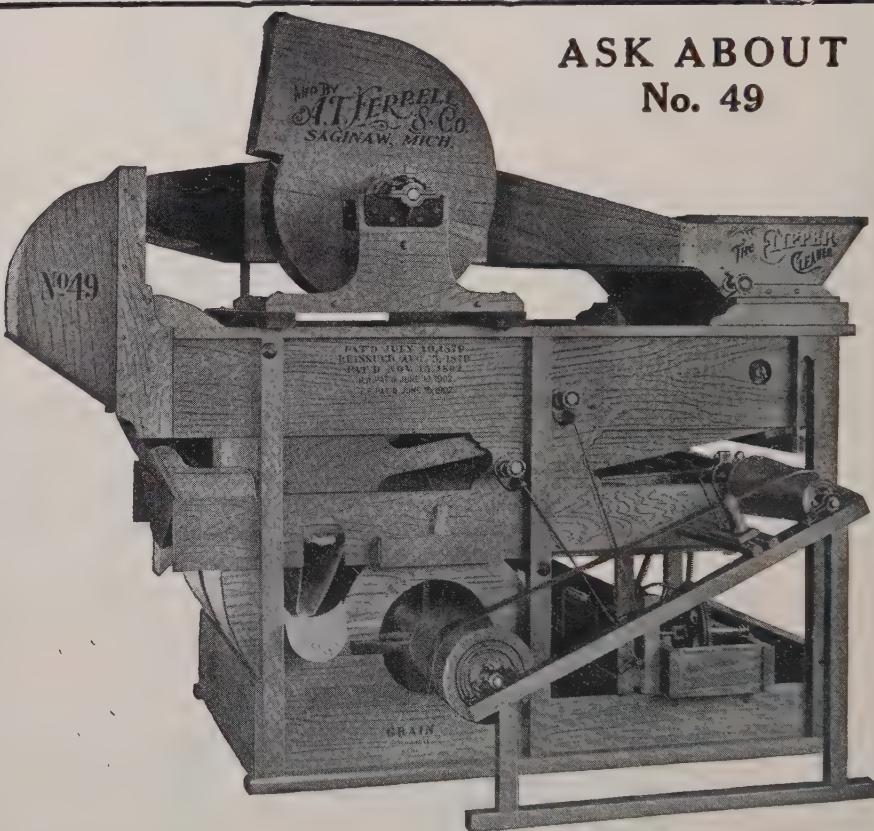
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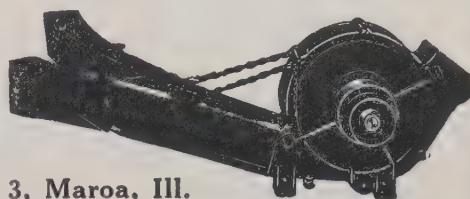
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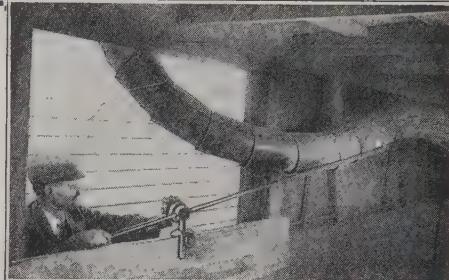
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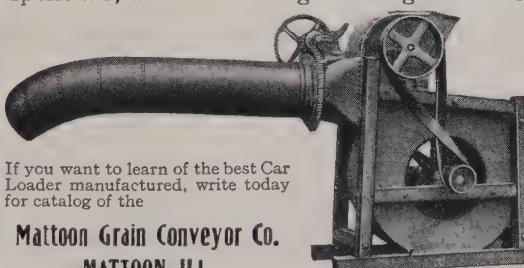
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For car-loading, conveying and elevating.

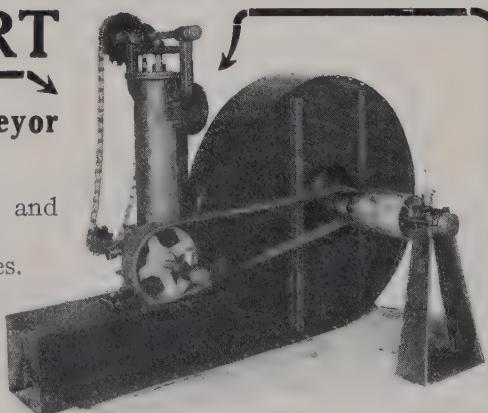
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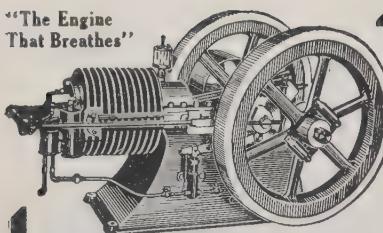
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short centers are
desired.

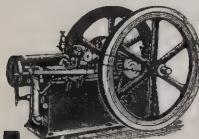
Peerless-V-Belt

operates at high speed on short centers, without lubrication or noise. The abundance of slack assures freedom from pressure on bearings. These belts are not affected by moisture, dirt or dust, and are always clean.

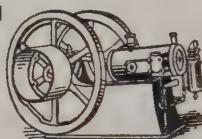
Principle of wedge utilized assures a non-slipping belt.

Write for more about this belt, in Book 115. Let us tell you what it has done.

PEERLESS-V-BELT COMPANY
Chicago Cedar Rapids New York



GRAIN DEALERS—EVERYWHERE



JUST RECEIVED

a carload of assorted sizes of Fairbanks-Morse gas and gasoline engines and will offer them at greatly reduced prices. Why not take

advantage of this opportunity to buy an engine that is fully as good as new, the only difference is the price. Cheap makes of engines do not pay, it is only a matter of time before the purchaser has to have it replaced, making it much more expensive in the end.

The following is a partial list of elevator men to whom I have recently sold engines:

O. A. Talbott Grain Co., Keokuk, Ia., 3 engines.	Crabbs Reynolds Taylor Co., Crawfordsville, Ind.
Wright & McWhinney, Des Moines, Ia. 2 engines.	Brighton Grain Co., Brighton, Ia.
W. H. Perrine & Co., Chicago, 3 engines.	Cleveland Lumber Co., Jasper, Ala.
	W. L. Green Com. Co., St. Louis, Mo., 2 engines.

Used engines which I offer for sale are thoroughly overhauled by the highest grade mechanics money will buy and I practically rebuild them in all details. Each and every engine whether new or used is GUARANTEED and you are fully protected. I respectfully ask you to inquire of the Grain Dealers Journal or above parties, if all I say is not true. I have sold engines to elevator men for 25 years and can save you a good profit. Write, stating what size in horsepower you contemplate using and just what class of work engine is required to do.

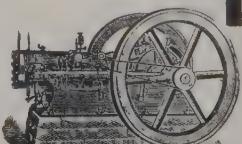
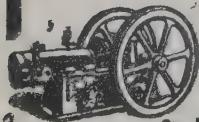
Write NOW, before you forget.

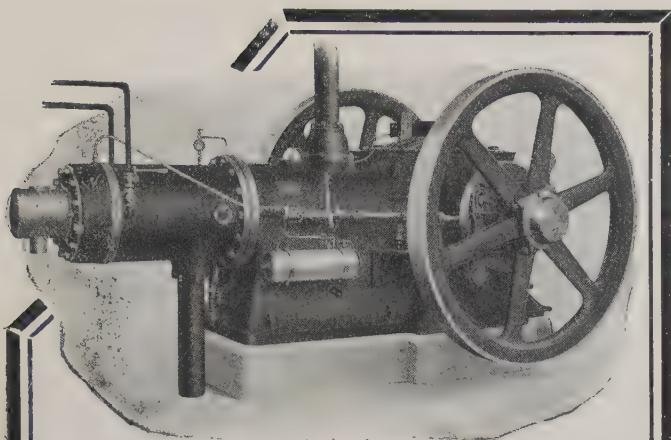
A. H. McDONALD

"The Gas and Gasoline Engine King"

547 W. Monroe St.,

CHICAGO, ILL.





Every man who has ever investigated the workings, construction, principle, design and operation of a
"MUNCIE" Oil Engine
 has profited by it.

That is one reason why hundreds of users will testify that the "MUNCIE" is the cheapest and best power known.

No batteries or magnéto, no breakdowns, few working parts, operates on any liquid fuel and renders utmost power for fuel consumed.

If you, too, will make this day a profitable one, write

MUNCIE OIL ENGINE CO.
 54 Ohio, Cor. Railroads MUNCIE, IND., U. S. A.

ANTI-FREEZING SOLUTION

for Water Jackets of Gas Engines

RHODES' CALCIUM CHLORIDE

Will not rust, absolutely odorless. Will not evaporate, lasts all winter. Five (5) pounds to a gallon of water will not freeze 54° below zero. Has been used for several years and is absolutely standard.

Guaranteed to have lowest freezing point, pound for pound, of any Anti-Freezing Compound. Send for circular.

Use Rhodes' Calcium Chloride in your steel fire barrels, keep them in readiness for instant use this winter.

New York JAMES H. RHODES & COMPANY Chicago

"Sackett Chicago" Truck Shovel



is the one you need for the unloading of box cars of grain or coal. It is a great labor saver, doubling one man's capacity for doing this work. It has many advantages. It can be run on a twelve inch plank and is well balanced when loaded to capacity. Of strongest possible construction, with reinforcing bands, connecting handles and bowl, giving great rigidity.

15 Day Offer
 Shipped On
 Approval.

SACKETT SCREEN & CHUTE CO.
 1679 Elston Avenue Chicago, Illinois

LET US CASH YOUR CHECK

for the returns from your screenings instead of giving it away. If we cash it for you, we apply it on the purchase of a

No. 66 New Process CLEANER — SEPARATOR — GRADER

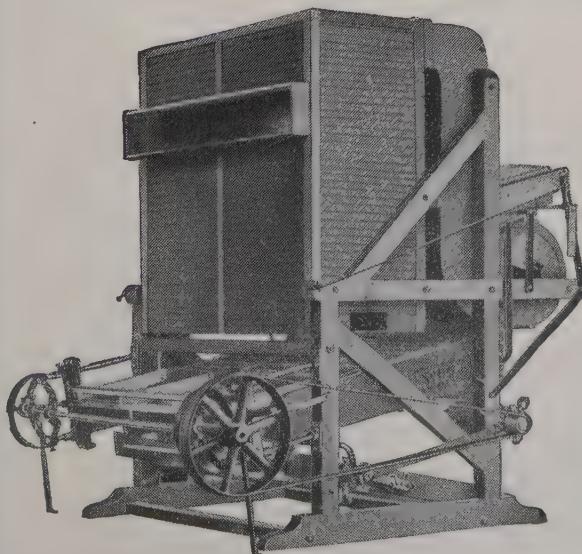
The greatest profit maker for the country elevator — handles wheat, oats, flax, barley, rye and seeds with simple change of screens and does better work than most makes of special cleaners on each kind of grain.

In the Northwest States we can ship a cleaner to any reliable elevator company or individual **without initial payment** except for freight and the nominal cost of installing in elevator. All we then ask is 75% of returns received from the by-product — a couple of cars usually pays for the cleaner.

Could you ask for a better proposition or guarantee of satisfaction?

Let us send you our new catalogue.

Fosston Manufacturing Co.
 140 Merriam Park, St. Paul, Minn.





SPROCKET WHEELS
Plain, Split or with Clutches



By comparison the best. Full line of
WAGON, HOPPER AND DUMP SCALES



PULLEYS
Cast Iron, Steel, Rim, Wood
Split, Friction Clutch



CUP BOLTS
All kinds



SHEAVE WHEELS
TRANSMISSION ROPE
DISTRIBUTING SPOUTS
INDICATOR STANDS
SPIRAL STEEL CONVEYOR
CONTROLLABLE WAGON DUMP
PLAIN DUMP IRONS
EAR CORN FEEDERS
FEED MILLS
MAN LIFTS, ETC.



GRAIN TESTERS
All sizes



BELTING
Rubber and Leather

LARGEST STOCK

Grain Elevator Machinery and Supplies

LOWEST PRICES



BIN GATES
All kinds



COUPLINGS
All styles. Royersford, Com-
pression Coupling.



EMPIRE CUPS



BEARINGS
Plain and Self-oiling



BOOT PANS
All sizes



SALEM CUPS



SPROCKET CHAIN
All sizes

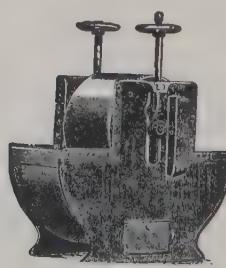
**SPECIAL PRICES ON COMPLETE
ELEVATOR EQUIPMENT.**

Can we favor you with a copy of our Handy
Net Price Catalog?

Everything in the Elevator

CAN BE HAD FROM THE

American Supply Co.
OMAHA NEB.

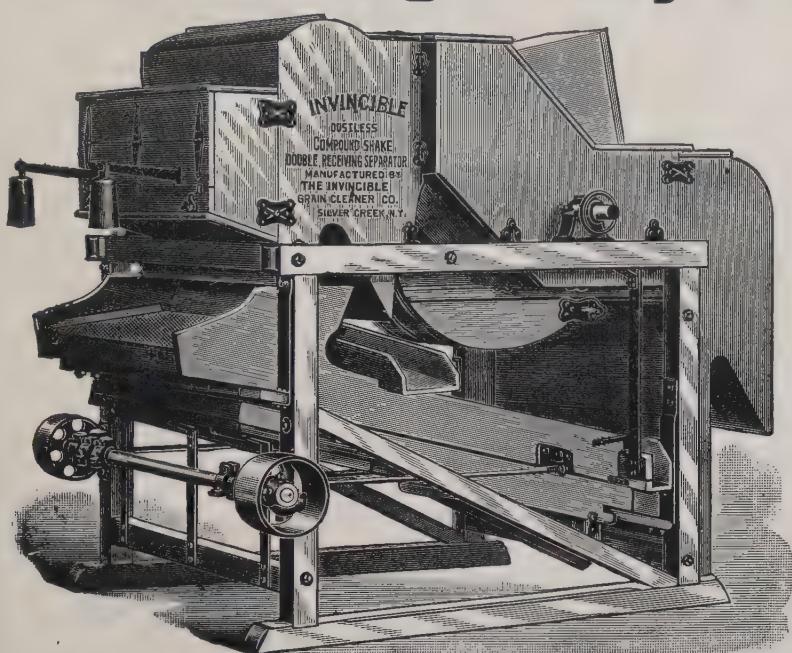


CAST IRON BOOTS
Adjustable. All sizes.



LOADING SPOUTS
Best material. Made in any size.

Something Every Elevator Needs



It is a well known fact that clean grain will keep better than dirty.

Dirt also lowers the quality at the terminal market.

Hence all Elevator men when receiving grain from various growers should run it through an

Invincible Dustless Compound Shakeless Receiving Separator

Following this suggestion will mean money to you. You will thereby not only avoid loss by heating, but will also raise the grade and get a better price.

We cannot fully describe here the various sizes and kinds of machines which we make as we build them to suit every need.

Write us and we will gladly send you full information free.

INVINCIBLE GRAIN CLEANER CO., Silver Creek, N. Y.

F. H. MORLEY, Jr., 311 Traders Bldg., Chicago, Ill.
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.
CHAS. H. STERLING, Jefferson House, Toledo, Ohio

REPRESENTED
BY

SPECIAL SALES AGENTS: BUCKLEY BROS., Louisville, Ky.

F. J. MURPHY, 234 Exchange Bldg., Kansas City, Mo.
F. E. KINGSBURY, Terminal Hotel, St. Louis, Mo.
J. J. CROFUT & CO., 612 McKay Bldg., Portland, Ore.
STRONG-SCOTT MFG. CO., Minneapolis, Minn.

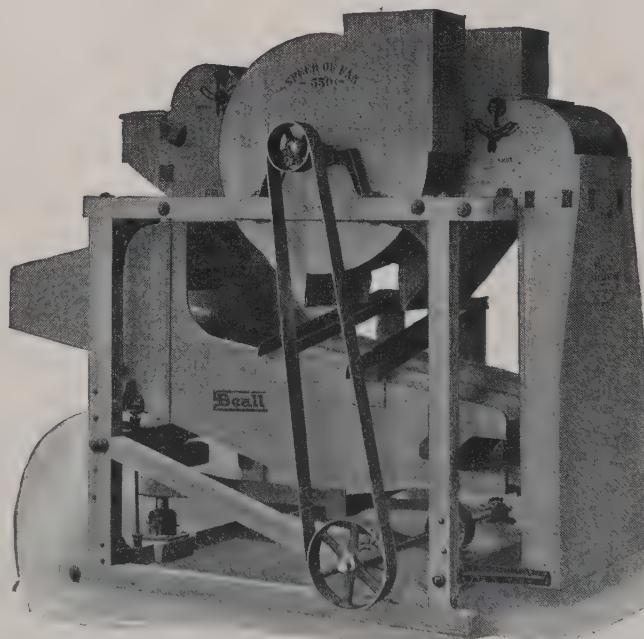
Beall

THE MARK OF QUALITY

The New Beall Rotating Warehouse and Elevator Separator

An extremely simple and durable machine that cleans perfectly wheat, shelled corn, oats, rye, barley and all small grains. We **guarantee** perfect satisfaction.

Write at once for circular fully describing its exclusive features.



BUILT IN TEN SIZES

The Beall Improvements Co., Inc.
Decatur, Illinois

“Wanted” and “For Sale”

The rate for advertisements in this department is 20 cents per type line each insertion

ELEVATORS FOR SALE.

FOR SALE—NORTHERN INDIANA, up-to-date elevator in good section. Address Rudolph V. Shakes, Plymouth, Ind.

GOOD KANSAS grain elevator for sale, cheap, at Sharon, Barber County. Address F. P. Hawthorne, McPherson, Kans.

WESTERN OHIO—Fine elevator in corn and oats belt for sale. Address Dandy, Box 3, Grain Dealers Journal, Chicago, Ill.

OHIO elevator for sale. Best elevator and coal proposition in Northwest part of state. Address Ohio, Box 1, Grain Dealers Journal, Chicago, Illinois.

FOR SALE—A small line of elevators in N. W. Iowa and S. E. South Dakota. Will sell all or separately. Address "A, Box 8," Grain Dealers Journal, Chicago, Illinois.

MINNESOTA ELEVATOR for sale or trade for land. Modern 14 bin cribbed construction; has engines, dump and hopper scales, cleaners, eight bin coal houses, corn crib. For further information and price write E. J. Matteson, St. Peter, Minn.

ILLINOIS elevator for sale on I. C. R. R., 25M capacity; in good farming section; handle from 175,000 to 200,000 bus. annually; no competition. Also a five-room house and one acre of land. Address Illinois, Box 7, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Two practically new elevators, located in the best wheat section of Oklahoma; wheat best quality; large wagon receipts; elevators being operated; good local trade. Address Adams, Box 7, Grain Dealers Journal, Chicago, Ill.

FOR SALE—The Joliet Plant of the Truby Grain Co., consisting of modern grain elevator, retail coal sheds, hay sheds, etc. A fine opportunity to acquire a large and profitable business. Chas. V. Barr, Trustee, Center and Wallace sts., Joliet, Ill.

NORTHWESTERN OHIO elevator for sale, capacity 55,000 bus. Located in heart of corn and oats land; on two roads; new house; cement basement; brick engine and boiler room; cribbed bins. Big crop ready to handle. Address P. Box 7, Grain Dealers Journal, Chicago, Ill.

CENTRAL INDIANA elevator with residence and two acres of land for sale. Good business in all grain; in exceptionally good wheat belt. Will handle 10,000 bu. clover seed this year. Handles coal, cement, flour, salt, sewer and rain tile and seeds of all kinds. Two railroads; town of 1,800; a bargain if taken within 60 days. Easy terms. Address Central, Box 7, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR TRADE for good land. An elevator built for a transfer and cleaning house, nicely situated in Minnesota, close to Mnpls. This is an excellent opportunity for those who wish to engage in the wholesale feed business through the Northwest. Also a good grain station. Address C. H. G., Box 5, Grain Dealers Journal, Chicago, Ill.

TWO ELEVATORS FOR SALE—One located in Northwestern Ohio, other in Northern Indiana. Both elevators in good wheat, corn and oats territory. Excellent retail business of feed, flour and coal at both stations. Both elevators on the Erie Railroad. Milling in transit privilege. Business in fine condition. Death of a partner cause for selling. Will sell both or separate. If interested, address Erie, Box 7, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

SOUTHWEST IOWA elevator for sale. Twenty-five thousand cap.; good shape in every way. Reason for selling, to settle estate. Write Box 93, Shenandoah, Iowa.

FOR SALE—8M Nebraska elevator with coal and lumber in connection. Also residence if wanted. For further information address Oxford, Box 8, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Elevator with residence, at bargain; on easy terms; fine location; good business. Sickness cause of selling. Address Lake County Feed, Fuel & Lumber Co., Rockefeller, Ill.

FOR SALE—Elevator and warehouse at Sussex, Wis., 12,000 bu. capacity. Good opportunity for feed business also. Price \$1,500. Chas. F. Glavin, 403 Chamber of Commerce, Milwaukee, Wis.

IOWA ELEVATOR for sale, in best grain section of the state. Good competition and a big crop to handle. Always a money-maker. Address Bell, Box 5, Grain Dealers Journal, Chicago, Illinois.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" columns of the Grain Dealers Journal, and select one at a satisfactory price and station.

FOR SALE—Elevator, 15M cap., in the Mingo Valley, Champaign Co., O., no opposition. Handles coal, grain, seeds, wool and hay. \$5,000 and good time to pay for it. H. Townsend, Mingo, Ohio.

ELEVATOR FOR SALE at a bargain; 25,000-bu. cap. Flour and coal business. Good grain locality. First class opportunity for right man. Hillrose Milling & Merc. Co., E. H. Link, Sec'y, Hillrose, Colo.

NORTH DAKOTA elevator for sale: 25,000 bus. capacity; also 200 ton cap. coal sheds with scales. Plant is in first class condition and is located in good grain country. Address Dakota, Box 7, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Best elevator proposition in the corn belt of Illinois; slatted crib, 35,000 bushels oats or shelled corn bin; 200,000 bushel station; direct railroad line to best markets; hustling little city with every convenience. Address Illinois Corn Belt, Box 8, Grain Dealers Journal, Chicago Illinois.

SOUTHWESTERN OHIO, 25M bus. cribbed ironclad elevator for sale. Own ground and stub switch; steam power; built four years; am not a resident where elevator is located and will sell very reasonable. For further information address Omar, Box 1, Grand Dealers Journal, Chicago, Ill.

FOR SALE—Grain elevator, coal and wood yard, flour and feed business. Electric lights and power. Everything in first class order. A good live business. Room for good sized lumber yard, if so desired. Two dwelling houses in the same block. Address Baker, Box 2, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR RENT.

Two elevators, combined capacity of both 40,000 bu.; has grain cleaner and feed mill, Richardson Automatic scale. Located in one of the best towns in Northern Wisconsin. Also Hdw. and Implement business if wanted. Will rent or sell buildings and stock at market value. J. N. Bassett, Lena, Wisconsin.

ELEVATORS FOR SALE.

IF YOU WANT TO BUY an elevator make it known to the grain elevator men of the country by advertising in the "Elevators Wanted" Column of the Grain Dealers Journal, Chicago, Ill.

FOR SALE—Two elevators located in the southeastern part of S. Dak. on the C. M. & St. P. R. R. Good location in best part of the state. Must sell on account of health. Address C. J. Dickson, Scotland, S. Dak.

FOR SALE—Indiana elevator; 65M capacity; located on P. C. C. & St. L.; in good grain section. Plant is in first class condition. Price \$24,500 for quick sale. Particulars on application. Address Ross, Box 8, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS elevator—20M capacity; in one of the best corn and oats sections of state, town of 1,600; annual business 200,000 bus. Equipped with two dumps, two legs, automatic scale, electric power. Own land and switch. Free switching facilities to three roads. No car shortage. Address F. Box 5, Grain Dealers Journal, Chicago, Ill.

ELEVATORS WANTED.

A GOOD OKLAHOMA farm to trade for elevator. Address Box 192, Frederick, Okla.

WANTED TO BUY—Old elevators, factories, mills and other buildings of size for wrecking purposes. Write us what you have. La Crosse Wrecking & Lumber Co., La Crosse, Wis.

WE WANT YOUR ELEVATOR advertised in the "Elevators For Sale" columns of the Grain Dealers Journal, Chicago. We have sold elevators for others, let us serve you in a like manner. Send trial order today.

WANT TO LEASE GOOD ELEVATOR. Must be well located and doing good business. Illinois or Indiana preferred. Give full particulars. Address Central W. Box 2, Grain Dealers Journal, Chicago, Illinois.

GOOD QUARTER of land; well improved; plenty of water; large house; large barn; shade trees; small orchard; on rural route and telephone line, to exchange for elevator worth the money. C. E. McIlvain, Phillipsburg, Kans.

WANTED—An elevator in a county seat town, Northeastern Indiana or Northwestern Ohio, or will purchase interest in a money-making proposition. Address Herbert, Box 8, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR TRADE. Desirable ten-room, grey stone front residence, in best residence section of Chicago, Kenwood. Modern and complete in all respects. Close to Illinois Central suburban and electric street lines. 15 minutes to the city.

Having left Chicago will sell same at bargain or trade for Central Illinois land or desirable country elevator in Central Illinois.

Price, \$9,000.00.

Address Kenwood, Box 8, Grain Dealers Journal, Chicago, Ill.

ELEVATOR BROKERS.

ELEVATORS FOR SALE in Illinois and neighboring grain states. List your elevators either For Sale or Exchange with

AARON SMICK, Broker,
Decatur, Ill.

HELP WANTED.

COMPETENT ELEVATOR MANAGERS, operators and grain buyers can quickly secure positions to their liking thru an insertion of an advertisement in the "Situations Wanted" columns of the Grain Dealers Journal, Chicago.

GRAIN MAN WANTED, capable and thoroughly experienced, with some capital, to start in grain business, which will handle country shipments and elevators. Working interest in business to the right man. Address Grain, Box 8, Grain Dealers Journal, Chicago, Ill.

SITUATIONS WANTED.

POSITION WANTED as manager of country elevator; young man; five years experience. Can furnish references and bond. Address John Herrold, Box 136, Tamora, Nebr.

POSITION WANTED as grain buyer; eight years at present position. Crop failure cause for leaving. Best of references. Address Nebraska, Box 7, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of elevator. Married; five years' experience in grain business; can furnish good references. Address Wood, Box 6, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as manager of elevator. Have had six years experience in the grain business; four years with one company. Best of references. Address Wallace, Box 3, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of cooperative or line elevator. Have had 25 years' experience in flour mill and grain elevator. Am capable of taking full charge. Can furnish best of references. Address Box 121, Elwood, Indiana.

COMPETENT and experienced millwright and elevator foreman desires position operating elevator or keeping line of elevators in condition. Position must pay well. Address Elevator Builder, Box 4, Grain Dealers Journal, Chicago, Ill.

WANTED—POSITION as grain buyer, by year, for line company or traveling solicitor for good commission house. Thirteen years' experience in grain, coal and flour business. Can furnish good references. Address B. G., Box 8, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by a sober, industrious young man, to travel on the road for a good commission firm or to manage a Farmers' elevator. Five years experience in grain. Am at present employed; can furnish best of references. Have made good for the company I am working for, but wish to change for certain reasons. Address Temple, Box 5, Grain Dealers Journal, Chicago, Illinois.

BUSINESS OPPORTUNITIES.

FOR SALE—One-half interest in a Farmers Mill and Elevator Company. Mill running steady and elevator will handle 125,000 to 150,000 bus. this crop, and country improving. Good chance for live man. Don't answer unless you have money. Address David, Box 6, Grain Dealers Journal, Chicago, Illinois.

FOR SALE—A good and growing seed and poultry supply business, at inventory; no dead stock. Or would sell half interest. No better opportunity on the market. This business is located on the Pacific Coast where we do not have hot weather nor do we have to depend on the rainfall for crops. Owner has too much outside business and for this reason wishes to sell. For full particulars address F. J. Poor, 116-118 E. 7th st., Los Angeles, Calif.

MILLS FOR SALE.

FOR SALE—125-barrel mill, strictly modern, Grain Elevator in connection, doing a good business. For full particulars address Hummer Mill Company, Iowa City, Ia.

MILL FOR SALE.

Flour and Feed Mill located at Grover Hill, Paulding County, Ohio. Terms easy. A good bargain. Capacity fifty (50) to one hundred (100) barrels per day. Call upon or address

Eastman & Eastman, Lawyers, Ottawa, Ohio.

IDAHO WATER POWER mill for sale. A 50-barrel roller mill situated in grain raising district of Southern Idaho. Both hard and soft wheat. Never failing water power, and a splendid custom and merchant trade. 120 acre farm included with large dwelling, barns, etc. Owners have interest in California which requires personal attention. For further information write Ed. Conant & Co., Conant, Idaho.

FOR SALE—A modern 125-barrel Nordyke Marmon Flour Mill, including cornmeal mill, Bates Corliss engine, 15,000-bu. elevator on its own real estate, private side track; good wheat county of Kansas; two trunk lines; railroad through the city; Missouri Pacific and Rock Island direct line from Chicago to San Francisco. The mill is strictly up-to-date in every way; is now and has been running night and day for the past six years. Will give easy terms on part. Write A. Whipple, Hutchinson, Kansas.

STEAM ENGINES, BOILERS.

FOR SALE—A 30 horse power steel boiler nearly new; insurable for 100 lbs. steam. It must sell. G. B. & C. M. Griffin, Charleston, Ill.

STEAM ENGINES OR BOILERS for sale find many ready buyers when offered thru the grain trade's accepted medium—for engine bargains—the "Steam Engines—Boilers" columns of the Grain Dealers Journal, Chicago.

FOR SALE—Atlas Engine with automatic cut off, center crank 11 1/4 x 14. Plat Iron Works Duplex pump, 4 1/2 x 3 x 4. Horizontal tubular boiler, 54" x 14' Brownell Heater and also a 44 ft. stack; been in use 6 months. Address Younce Bros., Brookville, Ohio.

MOISTURE TESTERS.

MOISTURE TESTER FOR SALE, Hess imp., 6 burner, little used, \$25, cost \$60. Ray Becker, 627 Postal Tel. bldg., Chicago.

SCALES FOR SALE.

FOR SALE—One Fairbanks 60-bu. hopper scale, in good condition, with hopper, all complete, for \$25.00 f. o. b. Buck Creek, Ind. Robert Alexander, Buck Creek, Ind.

SCALES of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

SECOND-HAND SCALES of any make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" columns of the Grain Dealers Journal, Chicago.

OFFICE SUPPLIES.

TYPEWRITER WANTED—L. C. Smith, visible, give model number, serial number and how long used. Address F. B., Box 7, Grain Dealers Journal, Chicago, Ill.

WOOL.

WOOL WANTED—If you have wool for sale write, wire or phone us. See our ad on another page. Kraus & Apfelbaum, Columbia City, Indiana.

FERRETS.

2,000 FERRETS. Prices and book free. N. A. Knapp, Rochester, Ohio.

SECOND-HAND BAGS AND BURLAP.

WANTED—BURLAP BAGS, all sizes of heavy bags for grain. Send samples and prices to The Raymond P. Lipe Co., Toledo, Ohio.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags, Burlap, Cotton Sheetings, or Paper for Car Lining, etc. Wanted: second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

BUILDING MATERIAL.

FOR SALE—All oak and white pine timbers, cribbing and flooring from Rock Island elevator, 13th st. and Chicago River, Chicago, now being wrecked. Bargains in carload lots. Ruel Wrecking Co., 7337 Stony Island ave., Chicago.

FOR SALE OR TRADE.

WANT TO TRADE 320 acres of N. D. land which is located in Hettlinger County, near R. R. town; all raw; no buildings; good soil; no stone. Can break 260 acres with steam plow; good crops the last two years; will take part trade, bal. time to suit buyer. Price \$19.00 per acre. Rather take good auto as part trade. E. C. Morrell, Box 499, Beresford, S. Dak.

Approved by the

CHICAGO BOARD OF TRADE

as a Margin Depository.

Let us serve you.

THE NATIONAL CITY BANK OF CHICAGO

Capital \$2,000,000.00 Deposits \$27,707,859.55

Surplus and Undivided Profits \$744,784.81

We allow 2% Interest on all Margin Deposits.

105 S. Dearborn St.
Chicago, Ill.



Grain Storage Receipts

Designed to be used by country elevator men, who store grain for patrons, in keeping a record of grain stored.

These receipts are numbered in duplicate, two on a page, with perforation between for easily tearing apart. The receipt is signed by the elevator man and shows he has received in store of net bus Wheat to be stored and insured under following conditions, etc.

The stub is used for recording the name of the owner of the wheat, the number of gross bus., dockage bus., and net bus., and lbs., grade and dockage per bu.

Each book contains 50 receipts printed on bond paper, 10 1/2 x 3 3/8 in.

Order form No. 4. Price 50 cents.

GRAIN DEALERS JOURNAL
315 S. Lasalle St. CHICAGO, ILL.

The GRAIN DEALERS JOURNAL

GASOLINE ENGINES.

FOR SALE—Fine 20 to 25-h.p. two cylinder Nash engine, cost \$1,000.00, going for quick sale at \$345.00. Badger Motor Co., Milwaukee, Wis.

FOR SALE CHEAP—13-h.p. Charter gasoline engine in first class condition. Reason for selling, need larger engine. W. A. Webb, Weldon, Illinois.

ANY KIND, ANY SIZE, ANY PRICE gasoline engine which is not in use and which you wish to sell, will find many ready buyers if advertised in the "Gasoline Engines" column of the Grain Dealers Journal, Chicago. Try it.

GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.
25 H. P. Columbus.
25 H. P. Fairbanks-Morse.
22 H. P. Fairbanks-Morse.
15 H. P. Fairbanks-Morse.
12 H. P. Fairbanks-Morse.
6 H. P. Fairbanks-Morse.
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

ENGINE BARGAINS.

15 h.p. Foos,
20 h.p. Fremont,
8 h.p. Havana, New,
6 h.p. Fairbanks-Morse,
4 h.p. Havana, New,
1-500 h.p. Corliss Engine, \$500.00
1 400 h.p. Corliss Engine, \$500.00.

The above are guaranteed to be in good condition.

Three car loads of good lumber cheap.

H. GROSS LUMBER & WRECKING CO.,
Omaha, Nebr.

MACHINES FOR SALE.

FOR SALE—Four roll Stevens Feed Mill 9"x15". Very cheap. Kiest Milling Co., Knox, Indiana.

FOR SALE—One 12" Robinson Attrition Mill, used one year, good as new. New Sealing Rings and Grinding Plates. Price \$100.00.

One Victor Combined Sheller and Cleaner, mill size 35.00.

One Nordyke & Marmon French Stone Buhr Mill 16", \$25.00.

D. O. Friend, Brighton, Iowa.

FLOUR MILL, FEED MILL AND ELEVATOR MACHINERY AND SUPPLIES.

The largest Stock of Overhauled and reconstructed Machinery in the World.

Roller Feed Mills:—One 9x18 Noye; one 9x24 Northway; one 9x24 Dawson, three pair high; and 9x30 Hutchison; 9x18 Allis, two pair high; one No. 2 Nordyke and Marmon three roll high, and many others listed in our Bargain Book.

Write for one—Mailed on request.

Corn and Cob Crushers:—No. 1 Richmond, No. 14 Economy, No. 5 and No. 6 Excel, Foos Scientific Mills, No. 2 "Triumph," one "Horton," one No. 2 Acme, 2 No. 7 Sullivan, etc.

Attrition Feed Grinding Mills:—16, 20, 24, and 30 inch "Monarch"; 18 "Modern Special"; 30 inch "American"; 16, 19 and 24 inch Foos; 24 inch "Unique."

Single Roller Mills:—9x18 and 9x24 "Noye"; 9x18 "Odell"; 9x12 "Case"; 10x24 and 12x24 "Downtown"; 12x30 Allis.

Double Roller Mills:—All Sizes and Makes.

Separators, Oat Clippers, Scourers, Dust Collectors, and Everything for Flour Mills, Feed Mills and Elevators.

Elevator Belts with Buckets Attached, at Extremely Low Prices—in either Cotton, Rubber or Canvas—Stitched Belt with "Salem" Steel Grain or Steel Corn Buckets Attached.

Address Dept. Q for "Gump's Bargain" Book, giving complete list of all Machinery, Belting, Pulleys, Shaftings, Elevator Belting, Buckets, etc., with Net Prices. Mailed Free on Request.

Est. 1872. Inc. 1901.

B. F. GUMP CO.,
431-437 So. Clinton St.
Chicago, Illinois.

MACHINES FOR SALE.

ALL KINDS OF ELEVATOR MACHINERY for sale, finds many ready buyers, if inserted in the "Machines For Sale" columns of the Grain Dealers Journal, Chicago.

SECOND HAND MACHINERY FOR SALE.

1 35-h.p. slow speed engine.
1 40-h.p. boiler.
2 Elevator belts and cups.
1 Cast steel boot.
1 1,000 bu. an hr. Western Sheller.
1 Cornwall Cleaner.
1 Clipper.
2 50 ft. 8 in. 4-ply belts, nearly new.
2 sets dump irons.

For price address Oxford Grain Co., Oxford, Ind.

MACHINERY BARGAINS.

1 4 h.p. Gasoline Engine.....	\$75.00
2 Dormant warehouse scales, each	15.00
2 Boot Tanks, each	20.00
1 No. 4 Buffalo Fan.....	15.00
1 Steam Condenser	30.00
1 Grain Spout complete	4.00
1 large bell	20.00
10 Belt Tighteners, each	5.00
600 Salem-cups, 6x16, each12
50 " 6x18 "12
600 Empire Buckets, 5x1606
150 " 6x1806
1 26" 6 ply 90 ft. Drive Belt.....	50.00
2 26" 3 ply 125 ft. Conveyor Belt, ea. ..	50.00

All of the above are in good condition and snaps at the prices offered.

La Crosse Wrecking & Lumber Co.,
La Crosse, Wisconsin.

SACRIFICE SALE NOW ON.

All Makes and Sizes of Attrition Mills.	
16" to 24" Robinson's	\$65 to \$120 ea.
16" " 26" Unique's	60 " 130 "
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16" " 24" Halsted's	55 " 135 "

Many types of single head mill also. We need the room for other purposes.

All the above mills completely remodeled and reconstructed. Guaranteed to be in as near a new condition as second-hand machines can be made. Also a full line of Roller Mills, Separators, Reels, Roller Feed Mills, Shellers, Buhr Mills, Corn Crushers, Crackers, etc. Write us for catalogs today. Give us a chance on all your requirements, whether new or second-hand.

George J. Noth,
No. 9 South Clinton Street, Chicago, Ill.

DYNAMOS—MOTORS.

DYNAMOS AND MOTOR BUYERS are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamics—Motors" columns of the Grain Dealers Journal, Chicago.

DIRECT REDUCTION TABLES

for

Wheat, Buckwheat, Barley and Timothy

reduce any weight of wheat from 100 to 5090 pounds by ten-pound breaks direct to bushels of 60 lbs.; 60 lbs. with 1 lb. dockage; 60 lbs. with 2 lbs. dockage; 60 lbs. with 3 lbs. dockage; 60 lbs. with 5 lbs. dockage; Timothy Seed, 45 lbs.; Barley, Hungarian Grass Seed and Corn Meal, 48 lbs.; Barley, 50 lbs. and Buckwheat, 52 lbs.

Nine tables, printed from large type on card board, size 10 1/2 x 11 1/2 inches, and the equivalent in bushels of each weight is shown beside it, so it is impossible to get the wrong reduction. Price, 50 cents.

GRAIN DEALERS JOURNAL

315 S. La Salle Street

CHICAGO, ILL.

"Five (5) Coals That Build and Hold Trade"

Mt. Pelee --- Thick Vein Hocking from Nelsonville

good size, fine burning, no soot, quick delivery in flat bottom cars.

Kentucky Queen

—an ideal coal, all purposes—2 in. Lump, 4 in. Lump, 4x2 in. Egg Hoppers must be taken for quick shipment.

Lone Star W. Va.

Takes the place of Pocahontas or New River, Never more than wood brown smoke, Holds fire as well as any coal mined, Clean burning and low ash, Shipped in 2 in., 4 in., and 4x2 in. Egg, Handles with little slack or breakage, Hoppers must be taken for quick shipment

Anthracite

Plymouth Red and White Ash

—the best to be had.

Big Vein White Ash

—better than ordinary coals and cost no more.

Write to us

OHIO & MICHIGAN COAL CO.

Main Office:

DETROIT

HAY WANTED CARLISLE COMMISSION CO.

HAY SPECIALISTS

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Established 1889

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Direct

Reduction Tables for Corn and Oats

Reduce any weight of corn from 100 to 5090 pounds, by ten-pound breaks direct to bushels of 56 lbs.; 56, with one pound dockage for dirt; 68, 70, 72, 75 and 80 lbs. The 56-lb table may also be used for reducing rye and flaxseed to bushels. Oats are reduced to bushels of 32, 33 and 35 pounds.

Ten tables printed from large type on card board, size 10 1/2 x 11 1/2 inches, and the equivalent in bushels of each weight is shown beside it, so it is impossible to get the wrong reduction. Price, 50 Cents.

Grain Dealers Journal
315 S. La Salle Street CHICAGO, ILL.

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GRAIN WANTED.

IF YOU WISH to get in touch with a large number of dealers who have grain of all kinds for sale, insert an advertisement in the "Grain Wanted" columns of the Grain Dealers Journal, Chicago.

HAY WANTED.

HAY & STRAW WANTED—Correspond with us. W. J. Armstrong, Milwaukee, Wis.

HAY AND GRAIN WANTED.

Wanted all grades Wheat, Corn, Oats, Hay, Straw, Milling Buckwheat, Bran, Middlings, Reddog, Potatoes, Cabbage, Onions and Apples. C. T. HAMILTON, New Castle, Pa.

SEEDS

CLOVER

TIMOTHY
Choice new-crop recleaned seeds. Offer at \$9.50 to \$11.50 Cwt. \$4.00 to \$4.75 Cwt. F. O. B. Our Station, and subject unsold. Write for samples.

HOFLER SEED CO., NORA SPRINGS, IOWA

WE ARE BUYERS OF

RED CLOVER, TIMOTHY and RED TOP

Hackney, Broyles & Lackey Co.
KNOXVILLE, TENN.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

GRAIN FOR SALE.

YOU CAN find a ready market for grains of all kinds, thru the insertion of an advertisement in these columns. It will be read by over 6,100 progressive grain dealers.

**Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,**

7, 9 and 11 South Main St. SAINT LOUIS

**WANTED—TO BUY
SNAPPED AND SHELLED CORN**

Make us an offer or ask for bids.
Palestine Grain Company
PALESTINE, TEXAS

The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.

Toledo, Ohio

We Buy and Sell
Wheat Screenings, Cane Seed, Salvage Wheat and
Kafir Corn. Write or wire for prices.
HENRY LICHTIG GRAIN CO., Kansas City, Mo.

THE ILLINOIS SEED CO., Chicago, Ill.

WE BUY AND SELL

TIMOTHY, RED, WHITE, ALSYKE AND
ALFALFA CLOVERS, RED TOP, MILLETS
BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.

Crabbs, Reynolds, Taylor Co.
Crawfordsville, Ind.

**WE BUY
WE SELL CLOVER SEED**
Write Us

Can You Offer

**CANE, MILLET,
CLOVER, POPCORN**

Send Samples

J. G. Peppard Seed Co.
Kansas City, - Missouri

SEEDS

**TIMOTHY
our Specialty**

MINNEAPOLIS SEED CO.
MINNEAPOLIS, MINN.

Send Samples for Prices

Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the dollar and fifty cents in your pocket.



**BUY OUR CELEBRATED
Badger Brand**



Selected Seeds

L. TEWELES & CO.
Established 1865

MILWAUKEE, WISCONSIN

Grass and Field Seeds

OUR SPECIALTY: Red, White and Alsike Clover, Timothy and Alfalfa Seed. Also Wisconsin Dried Peas.

SEND US YOUR SAMPLES

SEEDS FOR SALE—WANTED

SEEDS FOR SALE.

FOR SALE—Medium and Mammoth clover seed. Send for samples. A. B. Cohee & Co., Box 6, Frankfort, Ind.

ALFALFA.

American and Choice Imported. Quick shipment. Write for prices. G. S. Mann, Postal Tele. Bldg., Chicago, Ill.

SEEDS FOR SALE.

We can offer to advantage Sand or Hairy Vetch Dwarf Essex Rape Canadian Field Peas Write for Prices Wm. G. Scarlett & Co., Baltimore.

SEED BUYERS AND SELLERS can quickly sell and quantity, or buy any amount or quality by making their want known through an insertion of an advertisement in the "Seeds For Sale" columns of the Grain Dealers Journal, Chicago.

SEEDS WANTED.

WANTED—Mammoth clover seed. Send samples and prices. J. W. Richards, Ferri-
ris, Ill.

LEWIS & CHAMBERS,

Louisville, Ky.,
are buyers, in season, of
clover, timothy, red-top, etc.

SEEDS WANTED.

German Millet, Timothy, Sapling, Medium Red and Alsike Clovers, Red Top, Cow Peas and Sorghum.

Wood, Stubbs & Co.,
Louisville, Ky.

SEEDS WANTED.

Send us your best samples and prices on new crop Timothy, Bluegrass, Redtop, Alfalfa, Alsike and Red Clover.

Wm. G. Scarlett & Co.,
Baltimore, Md.

DIRECTORY

OF THE

Grass Seed Trade

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Buffington & Co., John J., whse. seed merchants.
Scarlett & Co., Wm. G., whse. seed merchants.

BUFFALO, N. Y.

Whitney-Eckstein Seed Co., grass and field seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.
Illinois Seed Co., The, grass and field seeds.

EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

INDIANAPOLIS, IND.

Indiana Seed Co., The, Seed Dealers.

KANSAS CITY, MO.

Peppard Seed Co., J. G., field seeds.

LOUISVILLE, KY.

Louisville Seed Co., grass seed dealers.
Ross Seed Co., field seeds, exporters.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Rosenberg & Lieberman, alfalfa, clover, etc.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seeds.

MITCHELL, S. D.

Dakota Improved Seed Co., millet, seed-corn.

NEW YORK, N. Y.

Liebmann's Hamburg, rep. I. L. Radwaner, field ad.
Loewith, Larson & Co., clover, grass, field seeds.

TOLEDO, OHIO.

The Toledo Field Seed Co., clover, timothy.

TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

RED CLOVER

NEW YORK

ALFALFA

DWARF E. RAPE

WHITE CLOVER

ALSYKE

NATURAL GRASS

ENGLISH RYE

RED FESCUE

171 BROADWAY

I. L. RADWANER

REPRESENTING

R. LIEFMANN SONS, HAMBURG

Timothy
Clover
Flax
Agricultural

CHICAGO

SEEDS

MINNEAPOLIS

Grain Bags
Pop-Corn
Seed Corn
Beans, Peas

Have 10,000 Bu. CHICKEN FEED WHEAT on hand

Wire or Write for Samples and Prices

HUHN ELEVATOR COMPANY

Chamber of Commerce, MINNEAPOLIS, MINN.

The House of
QUALITY

Half a Century Old
Founded 1860

ALFALFA



ALFALFA

ROSENBERG & LIEBERMAN

Milwaukee

Wisconsin

Large dealers in ALFALFA, Red and Alsike Clovers, Timothy, Millets, Rape, Grasses, Buckwheat, Seed Corn, etc. Pay top prices for good seeds.

WHITNEY - ECKSTEIN
SEED CO.

BUFFALO, N. Y.

Correspondence Invited



Timothy—Red Clover—Alsike—
Alfalfa—White Clover—Crimson
Clover—Canada Bluegrass—Ken-
tucky Bluegrass—Redtop—Millets—
Lawn Seed—Orchard Grass—
Seed Grains—Peas—Popcorn, etc.

SEEDS FOR SALE—WANTED

Why Are We the Largest
Seed Import Brokers
in the U. S. A. ?

NOT BECAUSE of "AGE"—We're not by any means the oldest house!
 NOT THRO' "LUCK"—Mere "chance" never figured with us!
 NOT THRO' "INFLUENCE"—We've earned our own way!

It's the SERVICE we've given the Trade
in *every* Transaction, *always* assuring:

Reliable Deliveries and Right Prices for Highest Qualities

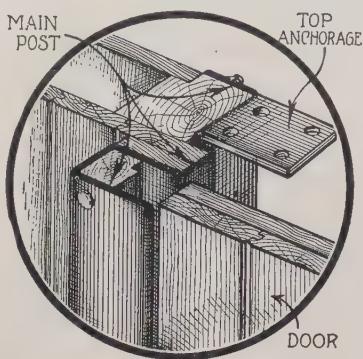
1st: The interests of the Trade are <i>our</i> interests.	4th: Daily cable reports post <u>us</u> hourly on the <i>World's</i> markets.
2nd: We are in touch with NONE but the LEADING European Concerns.	5th: We sell seed from every producing section of the <i>World</i> .
3rd: We keep in <i>personal</i> touch with <i>all</i> our Shippers.	6th: We quote prices F. O. B. European, C. I. F. American ports or <i>your</i> destination.

Try US Out
On Any One
of These

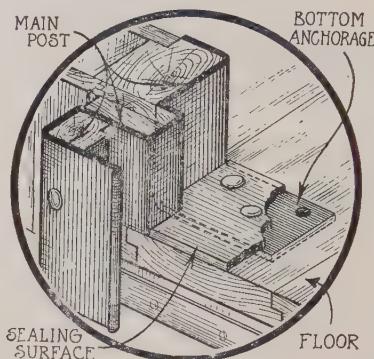
Red Clover	Alsike	Sunflower Seeds
White Clover	Dwarf Essex Rape	Field Peas
Crimson Clover	Bromus Inermis	Mangels
Bokhara Clover	Hairy Vetches	Vegetables
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Wire, Write or Phone—We're Yours to Command!

LOEWITH, LARSEN & COMPANY
150 NASSAU STREET NEW YORK



Rumsey Method



No car door is better than its foundation, and
the foundation is no better than its anchorage.

By specifying Rumsey Doors in all cases when ordering cars for load you will be doing your part toward establishing a positive

GUARANTEE AGAINST

Grain lost in transit—

Grain or hay damaged by moisture—

Expense of burlapping or caulking around door opening to keep storm out—

Shortage of cars caused by needed door repairs—

The endless trouble and tremendous expense of grain doors—

Delays caused in opening and closing doors—because they stick and bind—

Doors falling off or being inoperative, causing untold delay and loss—and **any** and **all** of the thousand and one causes contributing to

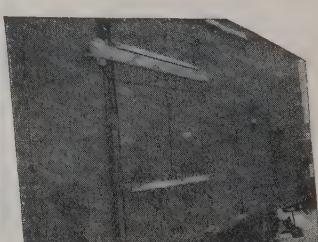
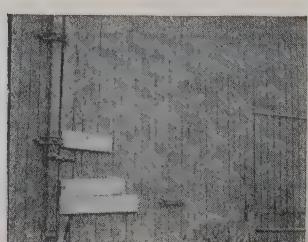
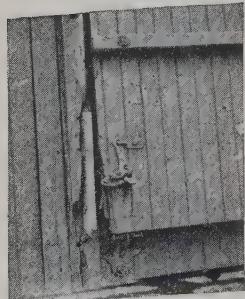
LOSS AND DAMAGE

in transportation. Besides you will be co-operating with the roads in their well known desire to furnish transportation that shall be in every particular 100% efficient.

The Rumsey Door, while being mechanically correct, has been designed with especial relation to the interest of the shipper and the claims departments of the railroads, who, better than any others, know what is meant by low door efficiency in final analysis.

Rumsey Car Door & Equipment Company

FISHER BUILDING, CHICAGO, ILLINOIS



The Method Causing All The Trouble

GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month

by the

Grain Dealers Company

315 S. La Salle Street, Chicago, Ill.

CHARLES S. CLARK, Manager.

SUBSCRIPTION RATES

To United States, Canada and Mexico, semi-monthly, one year \$1.50; one copy 10 cents.

To Foreign Countries within the Postal Union, prepaid, one year \$2.50.

A Red Wrapper on your Journal means your subscription has expired.

THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

LETTERS

on subjects of interest to those engaged in the grain trade, news items, crop and leaking in transit reports are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.

CHICAGO, ILL., OCTOBER 25, 1913

GRAIN DEALERS continue to devise cob burners of new design, not because they enjoy burning up this valuable waste, but because no market has as yet been found for it.

THE NUMBER of accidents reported in the news columns this number would seem to indicate that elevator workers are more careless than usual, or are working overtime.

HEARINGS on the tentative corn grades, prepared by the Department of Agriculture, will be held in Washington, Oct. 29th. As the accommodations for mass meetings in the department building are not large, prospective attendants will promote their own comfort and convenience by advising Dr. J. W. T. Duvel of their intention to be present. If the number expected is in excess of the seating capacity of any room in the Agricultural Building, then a meeting hall will be provided outside.

THE STATE OF ARKANSAS has been enjoined by court order from collecting a fee of 25c per ton for the inspection of commercial feedstuffs. It is to be hoped that the Arkansas feed manufacturers will be successful in bringing about the abrogation of this feature of the law. The present muddle of conflicting state feedstuffs laws is troublesome enough; but when to it is added the petty extortion practiced in the name of inspection fees, the feed dealers are justified in raising a voice of protest.

A NEBRASKA elevator, with a shingle roof, proved to the nervous satisfaction of its owner recently that sparks emitted by passing locomotives will set fire to wood. Fortunately, however, the fire was discovered in time to extinguish it.

THE OPENING of the Panama Canal to actual navigation is now not far away, so that the wheat fields on the Pacific Coast will be brought 10,000 miles nearer to the European markets, and henceforth they will be a more important factor in the making of the world's prices.

GASOLINE TANKS are seldom stored above ground, but whenever they are so placed, it is with much danger to the plant, as is proved by the explosion of such a tank near a South Dakota elevator last week. Most of the insurance companies require the tank to be stored fifty feet from elevator and underground. Even when so located they have been known to explode.

ONLY TWENTY elevator fires are reported in this number. More would be reported, but many elevator owners are now keeping their elevators clean and doing everything in their power to eliminate or minimize hazards that have been known to cause fires in the past. The wonder is that any elevator owner will tolerate hazardous features in his plant, because the great majority are now acting promptly on the suggestion of the insurance inspectors and changing their plants so as to obtain the lowest insurance rate.

GRAIN SHIPPERS who plug their loads, or attempt to hide inferior grain in any carload they ship, force the inspector to give the entire load the grade of the lowest quality contained. The rules of most markets require this, hence it behooves shippers to clean and thoroughly mix their grain before loading into car, in order that they may not be suspected of attempting to hide poor grain off in one corner of the car. It is but natural that the inspectors should resent any attempt on the part of the shipper to deceive them, and seek to check such practices by joyfully grading down every shipment.

THE MUCH feared car shortage has failed to materialize. Shippers everywhere seem to be getting all the cars they need with reasonable promptness. If any are suffering from inability to obtain cars they should immediately take it up with the freight traffic manager of their road, and persistently demand relief. The railroads seem to have made better preparation for the rush of grain to market this year than for several seasons past, and this, combined with the diversion of much grain to southwestern sections, which generally ship out grain, has helped to prevent the congestion of any line.

ELEVATOR BOOTS have never proved very inviting resting places. Notwithstanding this fact, a South Dakota dog and a North Dakota skunk have won fame by recently attempting to gain admission to the boots of elevators in their neighborhood. Of course, each was badly injured and the elevator employees longed earnestly for one of those modern deep, cement lined, well lighted basements.

HEARINGS on the Pomerene B/L measure, now pending in Congress, will be held before the Interstate Commerce Commission in Washington, Oct. 30th. Every grain shipper owes it to his business to be directly represented, if his rights and interests are to be fortified by the new B/L. If the grain dealers of the country exhibit their usual lethargy in legislative matters, the railroads will surely obtain many concessions in the new uniform B/L which are directly detrimental to the interests of the shipping public. Read Mr. Magnuson's New Orleans plea for a fair B/L, published elsewhere in this number.

IT IS INDEED gratifying to note that grain dealers who are installing new scales, no longer shop about to see how cheap they can buy them, but their first inquiry is as to the reliability of the best obtainable. Unless the grain dealer has scales he can absolutely depend upon for correct weights, he is in danger of losing his entire year's profits, without knowing it, until the year's business is balanced. Our communicated columns and our news columns, as well as the reports of the different scale inspectors, show that the sentiment in favor of the best scales obtainable, is fast gaining supporters in the trade. It seems folly to attempt to do business with many of the cheap make-shifts which have been put on the market to satisfy the whims of the near-sighted and the penurious.

UNFORTUNATELY for the grain shippers of the land, the Henderson Elevator case, and similar cases in which grain shippers were required by courts of last resort to pay a higher rate of freight than that quoted by the freight solicitor, was not discussed at length at the New Orleans Convention or any action taken seeking to afford relief. This present flaw in the Interstate Commerce law encourages freight solicitors to quote rates lower than the legal rate, especially at competitive points, solely for the purpose of capturing business, and with a full knowledge of the carrier's ability to collect the higher legal rate. The question is one which everyone recognizes as being of great importance to all shippers, but of special import to grain dealers, who are continually trying to market their surplus in new territory.

DEDUCTION for so-called "natural shrinkage" on the entire load has been used by a number of grain carrying lines to discourage shippers in filing claims for small losses, and for that matter, for filing claims for any losses of grain in transit. Fortunately for the grain shippers of the land, there are a few fighters who persistently hold out for what they think is right, and some of the railroads are now backing down on the proposition and making no effort whatever to dock claims for the so-called shrinkage. The C. M. & St. P. freight claim agent has announced that his line will settle grain losses without deduction. Next!

FOR OWNERS who are forced to move their houses to make room for a new depot or to permit of the tracks being moved, seldom are satisfied until their elevator stands on their own ground and they are absolutely free from railroad dictation. Ordinarily, the elevator man never thinks of the railroad's string in his business, until he attempts to sell and he finds it necessary to select a buyer who is acceptable to the freight traffic manager. The business man of today does not relish the domineering tactics of the traffic officials, and naturally grain elevator owners everywhere are seeking to become independent

SHIPPIERS to Buffalo will not be required hereafter to guarantee the grade of their grain indefinitely, so that if the buyer or the railroad company neglect to have car unloaded within 96 hours after day it is inspected, the shipper shall be held for no deterioration thereafter. In some markets it has long been the practice to require shippers to guarantee the grade of grain until car is unloaded, altho he has nothing whatever to say in regard to the time it should be unloaded, and he is so far away he cannot determine what progress is being made toward unloading. The carrier and the receiver are both on the ground, and owe it to themselves as well as the shipper to secure the prompt unloading of the grain, in order that it may not spoil.

THE MEMBERS of the trade present at the New Orleans Convention, recognizing the necessity of supervision of all grading by some central authority, if anything like uniformity is to be attained, adopted a resolution favoring federal supervision of the grading of grain, so soon as the government's standards for corn have been established. It is doubtful if uniformity could be attained by the various grain inspection authorities, unless they all joined in establishing a supervising bureau, to keep in touch with the work of the different inspectors and guide them to a uniform practice. The trade wants uniformity, and seems almost willing to place itself at the mercy of the politicians, in order to secure supervision by disinterested parties.

NORTH DAKOTA'S railroad commission has recently issued an order which no doubt will materially reduce the number of idle elevators in that state. The new rule provides that all elevators and public warehouses, licensed to buy, sell, store and ship grain, shall be kept open for business each business day from Sept. 15th to Jan. 15th of the following year. North Dakota had too many elevators for a number of years, and naturally many of them were kept closed each season. Under the new rule, the elevators which find their location unprofitable, will no doubt be moved to some more advantageous point of business.

INCREASED DEMURRAGE charges are being sought by railroads in some sections of the country, and in others they are seeking to increase the earning power of their rolling stock by levying a track storage charge of \$1 per day for the first two days and \$2 per day thereafter, where freight car is delayed for loading or unloading. Few delays of rolling stock can be traced to the grain elevator operator, as cars are loaded quickly when they are in fit condition to receive grain, and are generally unloaded promptly when railroad finally delivers them to elevator at destination. The new charges will, of course, work a hardship to the man who scoops grain into or out of a car, but his business interest is not large, and can easily be handled more expeditiously by elevator operators. The extra charges would prove a much greater burden upon merchants in other lines of business, with the natural result that they would release cars more promptly and the railroads would be able to transport more freight with the same equipment.

AS THE different grain exchanges become stronger and more carefully regulated in the interests of the entire public, dealers begin to be impressed with the greater value of the exchanges to the trade. The outsider has only commenced to consider how the exchanges benefit him. It has been an education of exceedingly slow growth, but by degrees the shippers and buyers at interior points are beginning to recognize the real advantage of confining their dealings in central markets to members of the organized exchanges. If all interior dealers would refuse absolutely to have anything whatever to do with any but members of exchanges, then would central market receivers refrain from attempting to do business without a membership. Every interior dealer who has ever visited a central market and inspected the different facilities for handling grain, knows full well that the non-member must be badly handicapped in his efforts to do business, and every interior dealer who attempts to do any business thru that

non-member also handicaps his transaction and taxes it more than should be necessary.

WINNIPEG'S RECEIPTS last month aggregated 27,988 cars, against 5,928 in September, 1912. It is true the Canadian farmers have rushed forward their wheat more quickly than ever before, due first to favorable weather conditions, second to favorable shipping conditions and third to urgent pressing on the part of the holders of farmers' notes. The money lenders have feared that the land speculation might collapse and the farmers be unable to meet their obligations. The splendid crops of the present year and their quick movement to market has given everyone additional assurances of future prosperity and worked the grain dealers overtime.

COUNTRY ELEVATOR operators who buy grain on city scale weights, owe it to themselves to weigh every load, as a check against the inaccuracies of the town scales. Then blunders can be corrected at the time they are discovered, and it will not be necessary for the grain man to spend \$1,000 for legal counsel, when his loss would only amount to \$50. The city weighmaster often has a bad night, and no doubt does get his figures mixed occasionally, to the advantage of the grain seller. By weighing each load as it is received, the elevator man can have blunders corrected while it is still possible to prove the error to the satisfaction of all concerned.

THE BURO OF RAILWAY ECONOMICS, in a recent bulletin, says that twenty states have passed laws which require an increased number of men on train crews, and declares that, should similar bills be passed by all of the states, the increased cost to the railroads would amount to from \$13,000,000 to \$20,000,000 yearly. The ostensible reason for the passage of these "full crew" laws is to reduce the number of accidents on the railways; but the political power of the various trainmen's organizations is without doubt the more effective reason. At any rate, it is still far from proven that an extra man on a train is an effective method of obtaining safety. The most important phase of the subject, from the standpoint of the shipper, is the arbitrary increase in the expenses of railway operation, an increase which must be compensated for by higher rates. No one would object to an expenditure made for the purpose of reducing the deplorable accident record of American roads; but every fair-minded man must object to compulsory increases in operating costs without consideration of the value of the added protection obtained.

The Tentative Corn Grades.

For many years members of the grain trade have sought to secure uniform rules for grading grain and uniform inspection, in the hope that trade between dealers in different sections of the country would be facilitated and differences minimized. Rules, after long drawn out discussions, were drafted and adopted by the National Ass'n. and many of the inspection authorities, but the grading under those rules varied so in different markets that the desired uniformity was not attained, so that the effort of the agricultural department to establish rules which shall be used in grading corn everywhere in the country is most welcome to a large section of the trade. Others, while doubting the power of the government to force the trade to use its grades, have not hesitated to tender suggestions that would seem to make the rules more workable.

It was in a spirit of fairness and willingness to compromise that 400 representative grain men from different sections of the country met at New Orleans to discuss the rules proposed by the government. The action there, like that of the shippers who met at Maxinkuckee last month, was virtually a confirmation of the government's classifications, but asked that the different grades be numbered differently, so as to maintain the grade of No. 3 corn at about the same standard as the No. 3 in vogue in the various markets during the past few years. The only marked change asked in the grades being that the government's No. 3 will be classed as "Standard" and the government's No. 4 will be changed to 3. The same thing was asked for by the dealers at the Des Moines conference last Tuesday. The vote in favor of Mr. Merrill's resolution so to change the names of the last four grades was unanimous. The admission of a small percentage of mahogany corn to the lower grades, which was asked for in the resolution, was not considered of grave import by Dr. Duvel or others in the conference.

It does not seem probable that any other important changes will be recommended at the conference in Washington next week. Some handlers of white corn have objected to the percentage of white required and a few southeastern buyers of corn have objected to the percentage of broken grain permitted. Objection has also been made against Rule 11, but all of the objections are to be considered by the government and the most practical rules which it is considered possible to establish will soon be given out, as describing the grades to be used in interstate and foreign commerce.

It would seem to be in the interest of the trade that the same rules be used everywhere and the same grading, so far as is possible, be practiced everywhere, but whether the Pure Food & Drugs Act will give the Bureau of Chemistry authority to enforce the use of the government's grades remains to be seen. Members of the trade at many long drawn out conferences, have discussed at length the rules needed to facilitate uni-

form grading, but no organization ever devoted the time or money to the investigation of grain classification as has been done by the government. None seem to doubt that trade would be fostered and promoted by the use of uniform grades, yet shippers of the producing sections seem to feel that buyers desire grain of a better quality than they are willing to pay for, and the buyers of the consuming sections have a contrary conviction. If anything can be done to induce the larger inspection authorities to adopt the rules, it would seem to be in the interest of better trade conditions that such action be brot about.

Carriers Discriminating by Over-charging.

The Interstate Commerce Law requires railroad companies to collect any undercharge on freight whenever discovered. The original purpose of the law was to deprive railroads of an excuse for unwittingly discriminating in favor of pet shippers, and the railroads, taking advantage of this section of the law, have employed their best posted rate clerks to detect such undercharges, in order that suit may be brot for the balance due the railroad company, in case the shipper hesitates to make good the full legal rate.

The law seems somewhat defective in that while the railroads are continually forcing unexpected losses upon shippers, because of their discovery of undercharges, we have yet to hear of any railroad voluntarily refunding an overcharge to the shipper. The drafters of the law seem to have overlooked the fact that the railroad, by charging more than the legal rate, would discriminate against some shippers in favor of others, just as much as tho they had granted a lower than the legal rate to their friends.

Some shippers spend much time in trying to keep posted on legal rates. A few large ones even go to the expense of employing a traffic manager and a few grain exchanges have employed traffic men to post members on freight rates and look after the traffic interests of the market. Some organizations of shippers have gone even farther and now employ experts to look over their freight receipts and to collect all overcharges. Farm implement and lumber shippers have found the employment of such experts very profitable. Wisconsin, recognizing the weakness of the railroads, for collecting more than is due, has authorized its railroad commission to verify freight and express bills of shippers, in hope of checking the overcharging practice of the carrier. This recognition of sharp practice on the part of the carriers is sure to lead to more rigorous regulation of rates than has yet been provided for. Working any abuse too hard generally results in a remedy, and the greed of the carriers has led them to take advantage of so many unposted shippers, that relief must eventually be sought thru some legislation, forbidding any changing of rates without posting notices thereof a long time in advance.

What will be more necessary will be the publication of rates for the different lines of trade, in a form that even the

inexperienced can learn the truth with little effort. It should not be necessary for any shipper to keep an expert employed in order to learn what transportation will cost him. The disastrous losses suffered by some shippers who thought they could depend upon different freight traffic officials, shows conclusively that they are not to be trusted in the matter of quoting rates when their own interests are involved.

The fine for failing to post the legal rate in the station should be greater, and the railroads should also be fined at least \$1,000 for charging more than the legal rate, and then neglecting to refund it to the shipper. If discrimination is to be abolished entirely all shippers must be protected as carefully against overcharge as are the pet shippers guarded against being undercharged.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for free publication, the initials, number, place, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Soo 8766 passed thru Trail, Minn., Oct. 23, leaking wheat at side.—H. F. Degerness, mgr. Farmers Produce & Elvtr. Co.

C. G. W. 17596 passed thru Lidderdale, Ia., Oct. 21, leaking wheat badly at side.—H. D. Moore.

The following cars were seen leaking in the yards at Wall Lake, Ia., Oct. 21: **M. P. 29096**, end and side broken out; **C. & N. W. 116716**, door open on side, no seals; **L. & N. 1235**, door off on one side, no seals; **B. & O. 191637**, door open, no seal, contained shelled corn; **C. & N. W. 86470**, leaking oats at end; **O. G. & N. E. 318**, leaking yellow shelled corn at end; **106766**, leaking oats at brake end.—E. C. Sherwood, mgr. Wm. Claussen.

I. C. 39006 was seen in Cherokee, Ia., yards, Oct. 17, leaking oats along side sill on account of short floor boards. Held here as bad order.—J. J. Mathews.

C. & N. W. cars 66122, 60364, 89218, 68032, 74040, 74038, and C. St. P. M. & O. 30814, loaded with wheat, were wrecked at Byron, Minn., Oct. 12, by a falling brakebeam.—H.

C. C. C. & St. L. 47079 and O. W. & N. 10056, loaded with oats, were wrecked Oct. 10, between Gerlend and Germania, Ia. Cars total wreck and contents all on the ground.—F. E. Albertson, Estherville, Ia.

M. C. 45863 passed thru Sidney, Ill., Oct. 10, westbound, leaking white corn at end.—Rich & Blankenbaker.

Frisco 34865 passed thru Little Rock, Ia., Oct. 9, leaking wheat at side door. Train did not stop.—R. H. Sietsema, agt. E. A. Brown & Co.

G. T. P. 103628 passed thru Palo, Sask., on Main line, Oct. 9, loaded with grain; car door open.—N. F.

I. C. 33114 was seen in Cherokee, Ia., yards, Oct. 8, leaking oats thru siding above lining. Contents transferred to another car.—J. J. Mathews.

C. P. R. 140856 was wrecked at Elm Creek, Man., Oct. 2, the end of the car being pulled out. Lost considerable wheat. Was shoveled back and sent forward next day.—N. F.

C. P. R. 141739 enroute between Regina and Pilot Butte, Sask., Sept. 28, eastbound, leaking wheat.—N. F.

C. P. R. 33092 passed thru Fleming, Sask., Sept. 25, leaking grain.—N. F.

C. M. & S. P. 64626 passed thru Hartley, Ia., Oct. 16, eastbound, via C. M. & St. P., leaking wheat at side door. No chance to repair.—C. H. Betts.

Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Big Loads of Barley.

Grain Dealers Journal: I noticed some of my brother grain dealers are boasting of receiving big loads of oats. I received from George C. Hastings four loads of barley which totaled 452.04 bus. Mr. Hastings delivered this barley with a pair of horses weighing 2,450 lbs., and hauled it two and a half miles. Beat this if you can.—C. W. McCaustland, Lorah, Ia.

The Largest Carload of Oats.

Grain Dealers Journal: The largest car load of oats ever handled in the St. Louis market was handled by the Jones-Wise Com. Co., St. Louis, Mo., on Oct. 3, 1913. Graded No. 3 white oats and contained 115200 lbs. or 3600 bushels.

It was shipped from Chapin, Iowa, and was sold by Jones-Wise Com. Co. to F. Clemens Feed Co. of St. Louis. Car No. 37100 H. & T. C., a veritable elevator on wheels.—F. J. Lang.

Free Storage a Curse.

Grain Dealers' Journal: We would like to have an explanation of the new grain storage law that goes into effect January 1st, 1914, and to know how it will affect the private dealer that stores grain free of charge for his customers. The storage business has long been a curse to the grain business here and we are in hopes this law will do away with the practice. We think it would be a good thing to have a copy of this law posted in each grain office throughout the state.—Boughton Bros., Wellington, Ill.

The Grain Man's Interest in Crop Improvement Work.

Grain Dealers Journal: The grain business of Peoria is not confined to the county or state. We reach out to our sister states for supplies, and the demand comes to us from all parts of the country. We have an exchange of which we are proud. Our members are taking real interest in the crop improvement question. Grain men should be as interested as any other business men, aside from the farmer himself. Good crops mean more business. We depend upon good yields for a good showing in our business. If we take this matter up heartily with all our customers and get them interested, they in turn will interest their farmer friends and eventually great good will result to all concerned.

A committee from our Exchange accepted the invitation of Bert Ball and visited the stereopticon lecture given by him at the Jefferson Hotel, Oct. 23, on soil and crop improvement, and learned some things that were not only exceedingly interesting, but of vital importance to all grain men. We should put our shoulders to the wheel and assist the crop improvement committee in whatever way we can. Let us get our friends inter-

ested to talk to their friends, the farmers, and then get busy and do the thing which the committee is desirous of accomplishing, viz., better seed and more care in planting and caring for the crop when harvested. The returns for what little we are able to do will be manifested in a short time.—Geo. L. Bowman, Peoria, Ill.

A Cure for Losses in Transit.

Grain Dealers Journal: I have read many letters appearing in the Journal in connection with shortages on grain shipments and notice what the writers say about hammer tests, reports of inspectors at terminal points, and reports of cars leaking in transit by train crews and yard men. My experience with train men is that they will not report cars leaking in transit. It means work for them to cut a car out of a train and set it on a siding, so they prefer to let it leak. The leaky car question will never be solved by depending upon the reports of men who have no monetary interest in the contents of the cars.

The proper remedy is to compel the railroad companies to install track scales and have these scales inspected twice yearly by state scale inspectors. Then compel the railroad company to weigh the car to be loaded, weighing each car separately and disconnected from other cars or engines. This weight should be recorded in a book, using a carbon paper and sending a copy of the record to the shipper. This weight slip the shipper should forward along with his B/L, invoices, and other papers. The receiver should then require the railroad to reweigh the car at destination; and, having a record of the weight of the car and of the grain, he could compel the carrier to settle for any shortages, except a reasonable deduction for natural shrinkage. In this way, all of the trouble about shortages will disappear.—F. P. Hawthorne, McPherson, Kan.

Railroad Denies Liability for Damage by Flood.

Grain Dealers' Journal: We read in your issue of Oct. 10th, a letter from the Franke Grain Co., of Milwaukee, Wis., asking the experience of other grain dealers in matters pertaining to position of railroads in filing claim against them for damage to grain by flood.

We consigned a car of corn to the Cleveland Grain Co., March 19th, 1913. Same arrived in Cleveland third day after leaving our station and was transferred to the Big Four yards.

While there the water rose so rapidly that railroad company was unable to remove it, thereby allowing water to get into car and damaging corn for about two feet above the floor. We were discounted seven cents a bushel for the wet corn, but got market price for the dry. The Cleveland Grain Co., we thought, acted very fair in the matter, for they put men to getting all the dry corn out before same also became damaged by drawing moisture from the bottom.

But when it came to making claim against the railway company, we found according to their story, that "God had damaged the corn, and they could not be held responsible."

Section 1 on their B/L states that "No carrier or party in possession of any of the property herein described shall be liable for any loss thereof or damage thereto or delay caused by the act of God, etc."

Then on the face of the B/L it is

stated that "every service performed hereunder shall be subject to all the conditions whether printed or written, herein contained (including conditions on back hereof) and which are agreed to by the shipper and accepted for himself and his assigns."

We thought we better save our postage stamps in a better cause than trying to collect damages that God was to blame for. It cannot be done we think. Of course, the shipper has no one to fall back to like the railroads, altho we honestly believe that the country shipper is a subject of sympathy in the eyes of God. We know of no one that needs more sympathy.—Nickel Grain Co., J. G. Bauer, Mgr., Valparaiso, Ind.

Poor Coopering by Mo. Pac.

Grain Dealers Journal: While riding out of Omaha recently on a Missouri Pacific train I noticed that for a mile at least the side tracks were covered with grain. A switch engine pulled past us and I noticed one car was leaking, but I could not catch its number.

About three months ago the Missouri Pacific began to cooper all grain cars. They send men to do the work, but these men do not cooper the cars the way I would do it or have it done. I am told the railroads are doing the coopering so that they can get out of paying claims for shortage. Coopering the cars costs the railroad now from \$1. to \$2 per car, whereas if they would give me 80c a car I could do it much better than are most of the cars they cooper.—W. B. Essick, treas. and mgr. Manley Co-Operative Grain Ass'n, Manley, Nebr.

Injunction Obtained by Little Rock Dealers. A Correction.

Grain Dealers Journal: The first paragraph of page 536 of the Journal for Oct. 10 is somewhat in error.

The only application to the Federal Court, which I know of, was filed by the Grain Committee of the Little Rock Board of Trade, headed by the Darragh Company of this City, and with one or two exceptions we did not have even the moral support of shippers outside of Little Rock. The Fowler Commission Co. of Kansas City were the only people outside of Little Rock shippers who aided financially.

The Federal Court, with three Judges presiding, heard the complaint of the shippers and have granted an injunction prohibiting Mr. Page from enforcing that part of the law requiring shippers to pay a tax of 25c per ton.

The granting of this injunction means the savings of at least \$60,000 per year to the consumers of our State and I feel that the proper credit should be given those who fought the battle and won it.

To give you an idea of how much support we had outside of the City of Little Rock I am quoting a part of a letter which I received from Mr. Fred Miller of the Oklahoma Millers Assn.:

"I took up the matter of financial aid for you in the case of the Arkansas Feed Commissioner with the Missouri and Kansas Millers clubs and also with the Southwestern Millers League.

"Was advised in all cases that it was thought the duty of the Arkansas people to fight their own laws, etc.

"So it is up to you to fight and we clap hands," etc.

Mr. Miller did, however, tender us his moral support.—Geo. R. Brown, Little Rock, Ark.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Damages for Failure to Furnish Cars?

Grain Dealers Journal: Has a railroad company in any case been compelled to pay shippers damages for failure to furnish cars for grain loading within a reasonable time? Have the courts decided what is a "reasonable time" in which to furnish cars?—S. L.

Ans.: What is a reasonable time varies with the circumstances of each case, and the courts have not specified any given number of days as reasonable, allowing the carriers more time when prevented by stress of weather or press of business, from supplying cars promptly.

Shipper was given judgment against carrier for failure to furnish cars in the case of Dobbins Bros. v. S. B. & N. Y. R. R. Co., the decision of the Supreme Court of New York in this case being reported fully in the *Grain Dealers Journal* June 25, page 939.

Commission Merchant's Liability for Expense Bills?

Grain Dealers Journal: Some time ago I read with interest a note in the *Grain Dealers Journal* relative to a decision of the Supreme Court that a commission man was not liable for balance due bill. When did this decision appear?—J. E.

Robinson, of Albert Miller & Co., Chicago, Ill.

Ans.: Commission merchant was held not liable for freight undercharge in the case of Pennsylvania R. Co. v. Titus, as reported in the *Grain Dealers Journal* July 25, page 148. In the case of York & Whitney Co. v. N. Y. N. H. & Hartford R. Co., page 375 of the *Grain Dealers Journal* Sept. 10, it is shown that the commission man can protect himself by serving notice on the carrier that all goods upon which he pays freight are the property of the shipper, to whom the carrier must look for the collection of undercharges.

NEW GRAIN DUTIES.

Because of the numerous changes that were made in the Underwood-Simmons tariff bill while it was in Congress, the grain man is likely to be somewhat confused as to what duties were actually agreed upon. Below are given these duties, as taken from a printed copy of the tariff law:

Barley, 15c per bu. of 48 pounds. Barley malt, 25c per bu. of 34 pounds. Barley, pearled, patent or hulled, 1c per pound. Oats, 6c per bu. of 32 pounds; oatmeal and rolled oats 30c per 100 lbs.; cat hulls, 8c per 100 pounds.

Hay, \$2 per ton.

Rice, cleaned, 1c per pound; uncleared rice, or rice free of the outer hull and still having the inner cuticle on $\frac{1}{2}$ c per pound; rice flour and rice meal, and rice broken which will pass thru a No. 12 sieve of a kind prescribed by the Secretary of the Treasury, $\frac{1}{4}$ c per pound paddy, or rice having the outer hull on, $\frac{3}{8}$ c per pound.

Bags or sacks, made of single jute yarns, 10% ad valorem.

Among those articles on the free list which affect the grain business are the following:

Jute bagging, corn and corn meal, flax straw, oil cake, rye and rye flour, wheat, wheat flour, semolina and other wheat

products, not specially provided for in this section: Provided, That wheat shall be subject to a duty of 10c per bu., that wheat flour shall be subject to a duty of 45c per barrel of 196 pounds, and semolina and other products of wheat, not specially provided for in this section, 10% ad valorem, when imported directly or indirectly from a country, dependency, or other subdivision, of government which imposes a duty on wheat or wheat flour or semolina imported from the United States.

ILLEGAL TO SELL CONsigned Grain to Self.

The Minnesota Railroad and Warehouse Commission may, if it desires, refuse to grant a license to a commission merchant who sells grain to himself or to a firm or corporation in which he is interested without first obtaining the shipper's consent; or it may cancel the license of any commission merchant who persists in this practice, according to a decision given Oct. 11 by Lyndon A. Smith, attorney general of the state of Minnesota. Mr. Smith says in part:

"If a commission merchant should make a sale of consigned grain to himself or to a firm in which he is interested without the consignor's consent, such merchant would be guilty of an act which is contrary to law and good morals; if, however, such sale is made with the previous consent of the consignor, a question of fact may arise as to whether such consent is so given as to free the transaction of its presumed illegality. It may be that a system of obtaining prior consents would degenerate into the practical compulsion of shippers into generally consenting to questionable and disadvantageous sales."

The railroad and warehouse commission can make the licensing of a commission merchant, or the continuation of a license already issued depend upon the person licensed abstaining from selling grain to himself or to firms or corporations in which he is interested.

"The iniquity inherent in a transaction where an agent is interested as buyer and seller of property at the same time has been recognized by the law from time immemorial."

"I find provisions in the law which would seem to justify the commission in refusing a license or to continue the license of a commission merchant who persists in selling grain to himself or to a firm or corporation in which he is interested, without the consent of the shipper, or even with such consent if it be for the grain interests of the state that prior consent be not given."

The Minneapolis Chamber of Commerce has a rule prohibiting sales of the nature involved in the question. The other local organization, which has been promising much to shippers, seems to be opposed to such regulations. Now that the state has expressed itself as opposed to the commission merchant serving as both principal and agent, maybe the so-called Equity Co-operative Exchange will retire from the commission business.

FOR NEW IRRIGATION PROJECTS Secretary of the Interior Franklin K. Lane will recommend to Congress a bond issue of \$100,000,000. Mr. Lane states that the people are land-hungry and that less than 2% of the public land in the present irrigation projects is unoccupied.

THE CANADIAN tariff can be changed at any of the weekly meetings of the Cabinet. Because of the recently reduced duty, a heavy export movement of oats to the United States is expected.

THE WORLD'S LARGEST elevator will be erected at Caballite, near Buenos Aires, Argentina, according to press reports.



Determined to Make Telephone Contracts Binding.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

ALABAMA.

Montgomery, Ala., Oct. 15.—Corn crop one million bus. short in state.—N. J. Greil, Greil Bros. Co.

COLORADO.

Johnstown, Colo., Oct. 10.—Grain practically all marketed; not over 10 cars wheat and 3 cars oats left in farmers' hands.—The Johnstown Mill & Elvtr. Co.

GEORGIA.

Bainbridge, Ga., Oct. 15.—Crops and business fine.—John G. Garrett.

IDAHO.

Idaho Falls, Id., Oct. 21.—Dry and irrigated farm crops good.—H. H. Payne, mgr. Farmers Grain & Produce Co.

ILLINOIS.

Momence, Ill., Oct. 23.—Corn fair; about 75% last year's crop.—Hess & Garrett.

Southern Illinois corn crop light; wheat acreage large; looks fine.—O. A. Talbott Co., Keokuk, Ia.

Kemp, Ill., Oct. 23.—Corn yield 15 to 30 bus.; usual yield 40 to 70 bus. Few farmers husking.—Cuppy & Munson.

Manville, Ill., Oct. 21.—Corn yield light; good quality; will average 30 to 35 bus.—Harwood, agrt. Rogers Grain Co.

Penrose sta., Mendota, Ill., Oct. 25.—Husking returns disappointing; between 35 and 50 bus.—C. J. Bader, mgr. Penrose Elvtr. Co.

Ashkum, Ill., Oct. 20.—Farmers starting to husk corn; will be 10 bus. short of last year's crop. Farmers selling very little.—M. R. Meents & Son.

Lomax, Ill., Oct. 22.—New corn less than 1/2 crop; yield 25 bus.; 5% old corn in farmers' hands; 70% wheat in farmers' hands; holding for better prices.—R. A. Lomax.

Marissa, Ill., Oct. 31.—Wheat up fine; good stand; farmers thru seeding; average acreage. Wheat is all farmers have to sell and they go about selling it as if drawing out of savings bank.—Meek Milling Co.

McDowell, Ill., Oct. 22.—Corn husking in progress; will make about 30 bus. Some old corn in farmers' hands, will not sell at present prices; new corn will be held until summer. No oats moving.—Chas. Cotrell, mgr. Farmers Elvtr. Co.

Manito, Ill., Oct. 18.—Corn crop poorest ever raised; uplands will not produce 5 bus. and lowlands not over 1/2 crop. Wheat sown; looking better than for several years; acreage 25% larger than last year.—A. R. Harbaugh, mgr. Smith-Hippen Co.

Glenavon, Ill., Oct. 22.—Grain dull here at present; all old corn marketed; no oats moving; prices don't suit; about a half a crop of oats and corn. Not much new corn being offered; will take 60c or better to start a movement; not many cattle being fed but quite a few hogs.—J. J. Stack.

INDIANA.

Morristown, Ind., Oct. 15.—Good corn and wheat crops.—H. G. Wolf.

La Crosse, Ind., Oct. 17.—Corn crop will be good.—S. D. Bailey & Co., Wanatah.

Arlington, Ind., Oct. 15.—Crops of corn, wheat and clover seed fine this year.—E. Hutchinson.

Lebanon, Ind., Oct. 15.—Bumper corn crop in Boone County; oats 30%, mostly sold.—S. J. Jenkins of Jenkins & Cohee.

Remington, Ind., Oct. 15.—Corn an average crop; as much as two years ago; oats 30 bus.—J. A. Washburn, of Frank Kelley Grain Co.

Bluffton, Ind., Oct. 15.—Corn crop as good as last year; oats not so good; 25 bus.; hay crop good.—D. E. Studabaker of Studabaker Grain & Seed Co.

Dana, Ind., Oct. 18.—Corn fairly good; both as to quality and quantity in small territory, but poor in surrounding country. Wheat acreage increased owing to light oats crop.—E. B. Thompson.

Freetown, Ind., Oct. 22.—Larger acreage of wheat sown than for several years; expect to have enough grain next season for local demand which is unusual for this vicinity.—O. F. Brewer Mfg. Co.

Jasper, Ind., Oct. 18.—Wheat yield medium; farmers are disposed to hold for higher prices.—A. M. Bohnert.

Corydon, Ind., Oct. 23.—Wheat good quality; large acreage sown; plenty of moisture. Corn not over 1/2 crop.—Thomas & Hickman.

IOWA.

Maxwell, Ia., Oct. 15.—Corn good; 40 to 50 bus.—Rufus Bullard.

West Bend, Ia., Oct. 12.—Small grain and corn fair crop.—Carl Krueger, of Gilchrist & Co.

Pierson, Ia., Oct. 16.—Grain moving freely; farmers will pick corn next week.—H. C. Reynolds, agrt. Trans-Miss. Grain Co.

Shell Rock, Ia., Oct. 15.—Corn more than average crop; oats average; wheat less than average.—Shell Rock Grain & Milling Co.

Washta, Ia., Oct. 13.—Small grain crop light, quality good; corn fair; farmers will begin husking next week. Fewer hogs on farms than for many years due to disease.—J. K. McGonagle.

KANSAS.

Topeka, Kan., Oct. 15.—Wheat prospect in every county best in 30 years.—Geo. B. Ross, chief grain inspector.

Yoder, Kan., Oct. 17.—Farmers almost thru seeding wheat; acreage will be fully as large or larger than last year.—Haven Lumber Co.

Corwin, Kan., Oct. 10.—Best wheat condition; large acreage sown; plenty of moisture at present.—G. E. McFarland, mgr. Corwin Grain Co.

Glen Elder, Kan., Oct. 22.—Winter wheat condition excellent; usual acreage; farmers marketing wheat freely; 30 to 40% held; considerable being fed. No corn or oats raised this year.—F. M. Kaull & Sons.

MASSACHUSETTS.

Milford, Mass., Oct. 15.—Have harvested an average crop.—Milford Grain Co.

MICHIGAN.

Moline, Mich., Oct. 20.—Wheat yield good; quality fine; oats yield light; best quality; corn was shortened by dry weather. Grain moving very slowly.—Milo F. Gray.

Morenco, Mich., Oct. 21.—Find trade good in all lines. Receipts of wheat practically nothing; price does not suit farmers; we are constantly shipping in to meet requirements.—Kellogg & Buck.

Bay City, Mich., Oct. 21.—White beans are the principal crop handled here; it has grown to considerable proportions. Largest and best crops of oats and corn grown in many years; no frost before the 15th.—Promfield & Colvin.

MINNESOTA.

Matawan, Minn., Oct. 20.—Corn crop exceptionally good.—A. B. Babcock, agrt. Hunting Elvtr. Co.

Lake Park, Minn., Oct. 20.—Crop not over 2/3 of last year; prices low; not much moving; farmers holding.—A. L. Doeg, mgr. Farmers Elvtr. Co.

Bixby, Minn., Oct. 23.—Considerable corn will be marketed this fall, have shipped 6 cars of rye this season.—Wm. Sheehan, agrt. McLaughlin & O'Halloran.

Maynard, Minn., Oct. 20.—Wheat yield 15 to 23 bus.; oats 30 to 55 bus.; barley 20 to 30 bus.; flax 8 to 15 bus. Corn crop good; will make 50 to 75 bus. Threshing will be finished by Nov. 1.—G. H. Hazen, agrt. Northwestern Elvtr. Co.

MISSISSIPPI.

Jackson, Miss., Oct. 15.—More grain than any time. Corn will last to May 1.—Willis D. Hannah, mgr. Hannah Distributing Co.

MISSOURI.

Stanberry, Mo., Oct. 10.—Wheat good, very little corn.—J. H. Liggett Grain Co.

Northern Missouri wheat acreage large; looks fine; corn crop light.—O. A. Talbott Co., Keokuk, Ia.

Louisiana, Mo., Oct. 15.—Corn 1/2 crop; good acreage wheat; never looked better.—Wm. Garner, of Anderson, Garner Co.

Springfield, Mo., Oct. 20.—Fall rains benefited late pasturage relieving summer drought conditions. Wheat acreage increased 50%.—Newton Grain Co.

El. Dorado Springs, Mo., Oct. 9.—Wheat yield good; acreage small; corn a failure. Big acreage of wheat being sown; fall pasture looking fine.—J. E. Eichelberger.

Splendid rains have fallen all over the so-called drought district of Missouri, Kansas, Nebraska and Oklahoma and crop prospects are good. Fields of wheat are said to be in excellent condition for the cold weather.—E. P. A.

MONTANA.

Plentywood, Mont., Oct. 7.—Crops not as good as last year.—Farmers Elvtr. Co.

Fairview, Mont., Oct. 10.—Have a half crop compared with last year.—Farmers Elvtr. Co.

Kalispell, Mont., Oct. 17.—Wheat of fine milling quality; movement not heavy so far.—Bjorneby Bros. Mfg. Co.

Wilsall, Mont., Oct. 14.—Crops in the valley good; weather favorable for fall plowing.—Liquin-Williams Co.

NEBRASKA.

Yutan, Neb., Oct. 22.—Corn averaged 1/2 crop. Old corn recently sold to local elvtrs. at highest prices.—O. F. Peters (Grain Co.

Wynot, Neb., Oct. 23.—Corn will average 25 to 30 bus.; quality good; oats yield short; quality fine.—W. J. Cunningham, mgr. Farmers Grain & Trading Co.

Glenville, Neb., Oct. 8.—Ten days' rain has put ground in good condition for seeding; almost finished; about usual amount sown.—J. W. Henthorn, mgr. Farmers Grain, Coal & L. S. Ass'n.

NORTH DAKOTA.

Donnybrook, N. D., Oct. 21.—About 1/2 crop marketed; plowing in progress; corn crop good.—Wm. F. Mitts.

Hartland, N. D., Oct. 7.—Grain yield light; quality good; threshing done.—Hartland Farmers Elvtr. Co.

St. Thomas, N. D., Oct. 14.—About 300,000 bus. of grain handled here so far this season and a lot is still held by farmers; about 400,000 bus. will be marketed this season. Wheat will average 15 bus., barley from 20 to 40 bus., oats 50 bus., flax 8 bus. and rye 20 bus. Grain all a good sample and dry. Crops in this county best in state.—M. B.

OHIO.

Pemberton, O., Oct. 15.—Corn good; 40 bus.; wheat acreage fair; 40 bus.; looking fine.—J. W. Simons.

Mt. Sterling, O., Oct. 15.—Corn in Ohio 2/3 average; wheat acreage normal; condition good.—Willis Jones.

Collinsville, O., Oct. 23.—Wheat all up nicely; acreage up to average; few reports of hessian fly. Corn husking in progress; considerable chaffy corn; yield about 75%.—J. H. Shumaker, agrt. Payne & Elkenberry Co.

Springfield, O., Oct. 11.—Large wheat acreage sown; only small per cent yet to be sown; coming up quickly; looking fine; oats averaging 20 bus. Just back from a western trip; corn looks sick west of Indianapolis; oats an absolute failure all thru that territory.—S. A. Muff.

Columbus, O., Oct. 1.—Estimated wheat acreage harvested 1,654,497 acres; yield per acre 17 bus.; estimated total yield 27,297,467 bus., compared with a total yield of 108,297,467 bus. for 1912 and a yield of 15 bus. per acre in 1911, the yield for 1912 being considered nil as the crop was a failure; quality 96%, compared with 76% in 1912; 10% still in farmers' hands. Oats acreage 1,610,196 acres; yield 28 bus., compared with 44 bus. in 1912; total estimated yield 44,950,805 bus., compared with 5,950,805 bus. in 1912; quality 90%. Barley acreage 44,399 acres, compared with 37,399 acres in 1912; yield 22 bus., compared with 29 bus. in 1912; total estimated yield 994,164 bus.; quality 89%. Rye acreage 185,473 acres, compared with 85,473 acres in 1912; yield 16 bus., compared with 17 bus. last year; total estimated yield 2,971,078 bus., against 1,451,389 bus. in 1912; quality 95%. Prospective yield of corn 83% against 96% at this time last year; prospects not flattering; estimated acreage 150,000 acres less than 1912.—State Agricultural Commission.

OKLAHOMA.

Redrock, Okla., Oct. 21.—Large acreage of wheat sown; prospect better than for six years.—C. L. Woolverton, mgr. W. T. Donahoe & Co.

SOUTH DAKOTA.

Canova, S. D., Oct. 9.—Crops good; movement of grain has been heavy.—C. B. Miller, mgr. Independent Grain Co.

Yale, S. D., Oct. 20.—Grain movement slow; farmers busy shucking corn which is best crop here this year.—F. A. Trumm, mgr. Farmers Elvtr. Co.

TEXAS.

Waco, Tex., Oct. 15.—Crops good; oats fine; corn 60%.—Selye-Early Grain Co.

WISCONSIN.

New Auburn, Wis., Oct. 13.—Not much grain business here at present; grain fairly good as to yield and very good as to quality.—A. J. Amundson.

Feedstuffs

Frank L. Stalker, Whitney, N. Y., plans to build a new feed mill.

The Skillman Feed Co. has been incorporated at Owensboro, Ky. The capital stock is \$30,000, and the incorporators are W. R. and K. Skillman.

Cincinnati during September received 4,133 tons of bran and middlings and shipped 2,399 tons.—W. C. Culkins, supt., Cincinnati Chamber of Commerce.

The Stark-Kennedy Feed Co. was recently incorporated at St. Louis, Mo., with \$3,000 capital stock, by James Stark, P. W. Kennedy and I. W. Stark.

The Guy G. Major Co., Toledo, O., was recently fined \$150 for adulterating feed meal by the addition of cottonseed meal, in violation of the Pure Food and Drugs Act.

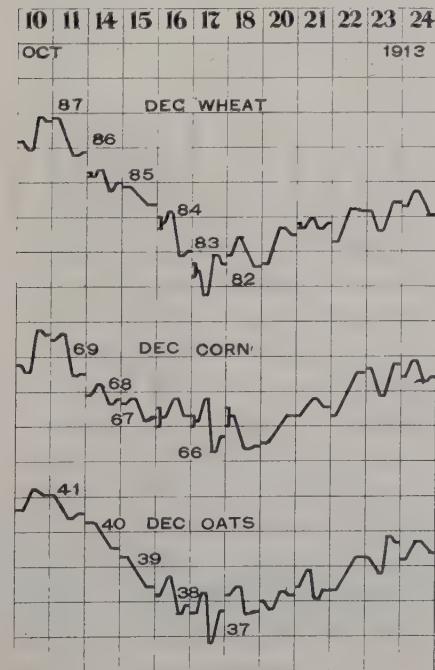
Peoria received 6,610 tons of feed and shipped 12,224 tons during September, compared with 4,111 tons received and 6,592 tons shipped during September, 1912.—John R. Lofgren, sec'y Board of Trade.

Milwaukee during September received 17,720 tons of feed and shipped 20,350 tons, compared with 18,838 tons received and 22,546 tons shipped in September, 1912.—H. A. Plumb, sec'y, Milwaukee Chamber of Commerce.

The Aunt Patsy Feed Co., Memphis, Tenn., was recently organized with \$25,000 capital stock, to manufacture chicken feed and feedstuffs. J. T. Russell is pres.; Paul Dammann, sec'y. The company has installed fourteen feeders and a Richardson Receiving Scale in their 60 by 100 ft. four-story warehouse.

Chicago Futures

Opening, high, low and close on wheat, corn and oats at Chicago for two weeks are given below. For complete collection of similar charts back ten years see The Journal's Chart Book.



Minneapolis received 7,726 tons of feed and shipped 58,732 tons during September; compared with 3,698 tons received and 59,449 tons shipped during September, 1912.—James G. McHugh, sec'y Chamber of Commerce.

Canadian millers will probably take advantage of the reduction in the duty on feedstuffs and will ship into this country, particularly in the New England dairy district, large quantities of millstuffs. This business amounted to several million tons under the former tariff, and will undoubtedly show a big increase under the lower duties.

"Feed Facts and Fodder" is a monthly 1-page magazine published by the Edgar Morgan Co., Memphis, Tenn., to promote interest in its feed products among the jobbers and salesmen. To brighten up its pages the magazine contains matter in lighter vein, a few engravings and personal items. Portraits of leading feed handlers in the southeast will be presented in later numbers.

Feed manufacturers and state feed control officials will hold a second conference on Nov. 1 in Kansas City, Kan., for the purpose of arriving at uniform rulings, definitions and standards for the various feeding stoffs, particularly cottonseed meal and cake, in the southwestern states. L. McLennan, Oklahoma state feed inspector, is most active in promoting the conference.

A complete new plant for the manufacture of poultry feed is being installed by the Edgar-Morgan Co., Memphis, Tenn., consisting of feeders, an Invincible Cleaner and Separator, an Invincible Aspirator, and two Cyclone Dust Collectors. The plant will be ready for operation by the middle of November, and it is intended to take care of the company's increasing business.

For hog feeding kafir corn is fully as valuable as barley, according to results recently completed by the German East Africa Society at Konigsberg, Prussia. The Germans became interested in kafir corn in the hope that it would prove a profitable cereal for cultivation in the German colonies in Africa. These tests demonstrated that kafir corn will produce pork just as cheaply as will barley, and that the quality of the lard from hogs fattened on kafir corn is equal to that obtained from barley-fed hogs. The tests may result in increased importations of kafir corn from this country. In English markets kafir corn is still something of a novelty; and English dealers object to it because of the occasional blackness of the husk, which discolors the meal.

The Arkansas inspection tax of 25c per ton on commercial feedingstuffs has been suspended by an injunction issued by the court in the suit of Darragh Co. et al. v. John H. Page, Commissioner of Agriculture of the State of Arkansas. This injunction does not, however, affect the other provisions of the law; and feed manufacturers will have to comply with all the requirements of the law except the purchase of tax tags.

In Texas wheat bran must be labeled "pure wheat bran," and bran containing screenings must be labeled "mixed feed" or "wheat bran and screenings" with the percentage of both the bran and the screenings plainly shown on the tag. Wheat shorts and all other feedstuffs containing screenings must also comply with this requirement. W. L. Boyett, state feed control inspector, is anxious to make the Texas requirements the same as those laid down by the federal government.

George E. Sears, president of the Sears Feed Milling Co., New Orleans, La., committed suicide on Oct. 14. This company recently completed a large feed mill at Port Chalmette, La., for the manufacture of alfalfa feeds; and Mr. Sears' action is said to have been due to business troubles in connection with the financing of his new mill. Mr. Sears was about 50 years old, had previously been engaged in the milling business at Crowley, La., and prior to that in the flour and grain business.

FOLLOWING CLOSE on the enactment of the new tariff bill, the corn is being imported from the Argentine and oats from Canada. If both the Canadian and the Argentine governments rescind their import duties on wheat and wheat products, we will no doubt import large quantities of wheat from these countries, especially in years when our own crop is short, or when some misguided capitalists like Leiter or Harper becomes possessed with the idea that he can corner the market. Opening our ports to other surplus producing countries of any grain cannot help but make for steadier prices. Tearing down the tariff wall should increase our cash trade with the rest of the world, as well as make our option markets more attractive to shippers and millers the world over, as a hedging market.

DAILY CLOSING PRICES.

The closing prices of wheat and corn for December delivery at the following markets for the past two weeks have been as follows:

DECEMBER WHEAT.

	Oct.	Oct.	Oct.	Oct.	Oct.	Oct.	Oct.	Oct.	Oct.	Oct.	Oct.
Chicago	86 1/2	85 1/2	85	84 1/2	83	82 1/2	82 1/2	83 1/2	83 1/2	84 1/2	84 1/2
Minneapolis	84 1/2	83 1/2	82 1/2	82 1/2	81	80 1/2	80 1/2	81 1/2	81 1/2	82 1/2	82 1/2
Duluth	85	84 1/2	83 1/2	82 1/2	81 1/2	81 1/2	81 1/2	82 1/2	82 1/2	83 1/2	83 1/2
St. Louis	89 1/2	88 1/2	87 1/2	86 1/2	85 1/2	84 1/2	84 1/2	86	86 1/2	86 1/2	86 1/2
Kansas City	84 1/2	83 1/2	82 1/2	81 1/2	80 1/2	79 1/2	79 1/2	80	80 1/2	80 1/2	80 1/2
Milwaukee	86 1/2	85 1/2	85	84 1/2	82 1/2	82 1/2	82 1/2	83 1/2	83 1/2	84 1/2	84 1/2
Toledo	96 1/2	95 1/2	94 1/2	93 1/2	92 1/2	92	92	92 1/2	92 1/2	93 1/2	93 1/2
New York	95 1/2	95 1/2	94 1/2	93 1/2	92 1/2	92 1/2	92 1/2	92 1/2	92 1/2	93 1/2	93 1/2
Baltimore	94	93 1/2	92 1/2	92 1/2	91 1/2	90 1/2	90 1/2	91 1/2	91 1/2	92 1/2	92 1/2
Winnipeg	81 1/2	81 1/2	80	79 1/2	78 1/2	78 1/2	78 1/2	78 1/2	78 1/2	79 1/2	79 1/2
Liverpool	101 1/2	102	101 1/2	100 1/2	99 1/2	98 1/2	98 1/2	98 1/2	98 1/2	97 1/2	98 1/2
*Budapest	115	115	113 1/2	114	115 1/2	115 1/2	118	118	117 1/2	116 1/2	116 1/2

DECEMBER CORN.

Chicago	69 1/2	68 1/2	67 1/2	67 1/2	66 1/2	66 1/2	67 1/2	67 1/2	68 1/2	68 1/2	68 1/2
Kansas City	70 1/2	69 1/2	69 1/2	68 1/2	68 1/2	68 1/2	68 1/2	68 1/2	68 1/2	69 1/2	69 1/2
St. Louis	70 1/2	69 1/2	68 1/2	68 1/2	68	68	68	68 1/2	68 1/2	69 1/2	69 1/2
Liverpool	69 1/2	69 1/2	68 1/2	68 1/2	68 1/2	68 1/2	67 1/2	67 1/2	66	64 1/2	64 1/2

*October delivery.

C. P. R. ELEVATOR AT WINNIPEG, Man., Tips to Angle of 30 Degrees.

Perhaps the most remarkable accident in the history of elevator construction occurred on Oct. 18, when the million-bushel reinforced concrete storage bins of the Canadian Pacific Railway's transfer elevator at North Transcona, near Winnipeg, Man., tipped on its foundations and came to rest at an angle of 30 degrees. The tanks were filled with grain at the time; but despite the tremendous stress resulting from the shifting, the concrete exhibited no signs of failure.

Shortly before noon Oct. 18 the structure began to sink vertically. After going down about one foot, it began tipping to the west. The lower corner sank at the rate of two inches every five minutes until six o'clock in the evening. From that time until midnight, the movement was at the rate of 8 in. an hour. The structure sank a depth of 15 ft., and pushed out along its western side a pile of earth 25 ft. high, against which the side walls of the tanks rested. This pile of earth prevented the structure from toppling over completely.

Soon after the tanks began tipping the steel conveyor galleries connecting the storage bins to the working house were torn loose and crashed to earth, a tangled mass of steel and conveyor machinery. At midnight the cupola fell off, striking the ground with a roar that could be heard for miles. This removed a great weight off the top of the tanks and probably aided in stopping the sinking. The cupola in tearing loose, broke the concrete covering on the tops of the tanks and exposed the grain to the weather.

Altho the cause of this catastrophe has not yet been determined it is presumed to be due to an undetected stratum of

soft earth underneath the elevator. The plant was built on a floating foundation, which consisted of a huge slab of reinforced concrete covering an area of ground sufficient to support the weight of the building and its contents. This system has been generally followed in the construction of large buildings at Winnipeg, and has so far proved entirely safe. Before construction work was started, a careful examination was made of the ground and no soft stratum was detected.

Incidentally in digging a well within 500 ft. of the elevator, no soft earth was encountered; altho the railway company had considerable difficulty with cave-ins of soft ground when building a subway nearby. J. G. Sullivan, chief district engineer for the Canadian Pacific, is of the opinion that the elevator was built on the crust of an old muskeg (swamp), underlying which is a stratum of soft earth.

The ground around the elevator gives evidence of the tremendous pressure to which it was subjected. On the west side of the plant is a pile of earth 25 ft. high, which stopped the movement of the tanks. On the north side the earth is also squeezed out for some distance. On the east side the flowing of the earth is also very noticeable. The edge of the foundation, which originally was buried ten feet in the ground, is now exposed for the greater part of its length. A striking feature of the accident is the fact that the transfer house, standing not a dozen feet away from the annex, was absolutely unaffected by the movement of earth and stands now apparently as firm as ever.

The wonderful strength exhibited by the concrete tanks is indeed surprising. At the time of the accident the elevator was filled practically to capacity, the contents weighing 55,000,000 pounds,

or 27,500 tons. The tanks were designed only to withstand this pressure vertically, and the shifting of the weight seemed certain to burst them. Instead, they have withstood without a crack. This performance is an extraordinary demonstration of the strength of reinforced concrete construction.

The Canadian Pacific Railway erected this elevator last year, and it was put into service for the first time this fall. The annex consisted of 65 large and 48 small concrete tanks and, with the bins in the working house, has a total storage capacity of something over 1,000,000 bus. The plant is modern in every respect and is the largest west of the Great Lakes. The cost of construction was over \$150,000; and, while insured, the insurance does not cover an accident of this nature.

The recovery of the grain within the tanks presented several difficulties. Holes were cut in the bin walls and the grain permitted to flow out by gravity. A temporary conveyor carried it to the elevator boots of the working house. This work was pushed with the greatest rapidity in order to get the grain out before it was damaged by rain. It has not yet been decided what will be done with the tanks, but the common belief is that they will have to be dynamited and a new structure erected, this time on piling.

The two fotografgs herewith give a clear idea of the appearance of the elevator on the morning of Oct. 19th.

DIFFERENT traffic bureaus are now compiling and publishing rate schedules for assisting shippers in determining the legal rate from any given point, but the rates change so rapidly it will still be necessary for shippers to utilize every avenue of information, in hope of keeping posted as to the latest legal rates.



End View of C. P. R. Elevator at Transcona, Man., Which Tipped Over Oct. 18.

TRI-STATE ASS'N CONVENTION.

The proposed government corn grades were approved by the members present at the meeting of the Tri-State Grain Producers and Dealers Ass'n, held Oct. 10 at Lima, O.

Pres. S. L. Rice opened the convention with a few remarks as to the advantages of sociability in business. He also called attention to the fact that meetings of the Tri-State Ass'n were predominated by country shippers and not by receivers, as is often the case.

Sec'y T. P. Riddle called for crop reports. Most of the dealers thought that the acreage of corn this year is up to average, yield good, and quality about 80% or 90% of average. The dealers generally were not handling the new corn, and one suggested that it be left to the scoop shovels.

The second topic brot up for discussion was "The Hay Business—How Should It Be Conducted?" Sec'y Riddle explained his price card, on which he arrived at the proper purchasing price for hay by averaging the prices obtaining at ten representative markets and then deducting a proper working margin. On account of the wide fluctuations in prices at the various markets, he took the prices at ten of them in order to obtain a fair average. How much to allow for a working margin was given considerable thought, and the dealers generally agreed that the \$1 margin allowed on hay by Mr. Riddle was a fair one.

D. W. McMillen, pres. National Hay Ass'n, urged the dealers to purchase hay on prices based on its feeding value. This would force the farmers to use greater care in the curing of their hay. He also invited the dealers to become members of the National Hay Ass'n.

The morning session was then adjourned. The dealers had luncheon at the Lima Club.

AFTERNOON SESSION.

The first topic taken up in the afternoon was the question of a proper working margin. It was voted to adopt the daily price card devised by Sec'y Riddle as a fair method of calculating prices for grain, seeds and hay.

P. M. Gale, Cincinnati, discussed federal inspection. He was of the opinion that, if the government inspectors could be put on a civil service basis, good results might be obtained, but that in all probability the whole thing would be corrupted by political influences.

The government corn grades next came up. P. M. Gale stated that he was opposed to the new grades and favored the maintenance of 19% as the moisture content for No. 3 corn.

J. W. McCord, sec'y, Ohio Grain Dealers Ass'n, was unable to be present, but sent a letter in which he urged a compromise between 17½% and 19% as the standard for No. 3, and also recommended the elimination of some of the six proposed grades.

A lengthy debate followed. At first the general sentiment was against the government grades; but opinion changed and the dealers voted their approval of the resolutions introduced by T. P. Riddle, reading as follows:

"It is the consensus of opinion of the grain producers of the Tri-State territory that the Government's proposition with respect to the standardization of corn grades is proper and commendable and that we hereby endorse them."

A. P. Sandles was scheduled to speak on the Ohio seed law. He was unable to be present, and in his letter of regrets

he stated that as no money had been appropriated by the legislature to punish violations of this law, it was inoperative at present and could not be enforced.

Pittsburgh's rule, No. 23, which requires the shipper to accept the final receiver's weights on grain and hay sold thru Pittsburgh was given careful consideration.

The nomination com'ite, consisting of H. W. Fish, W. A. Dull and S. C. Allinger, submitted its recommendations; and the following officers were unanimously elected: Pres., E. G. Odenweller, Ottoville, O.; vice-pres., F. J. Reinhart, Indianapolis, O.; sec'y, T. P. Riddle, Lima, O.; treas., D. R. Risser, Vaughnsville, O.

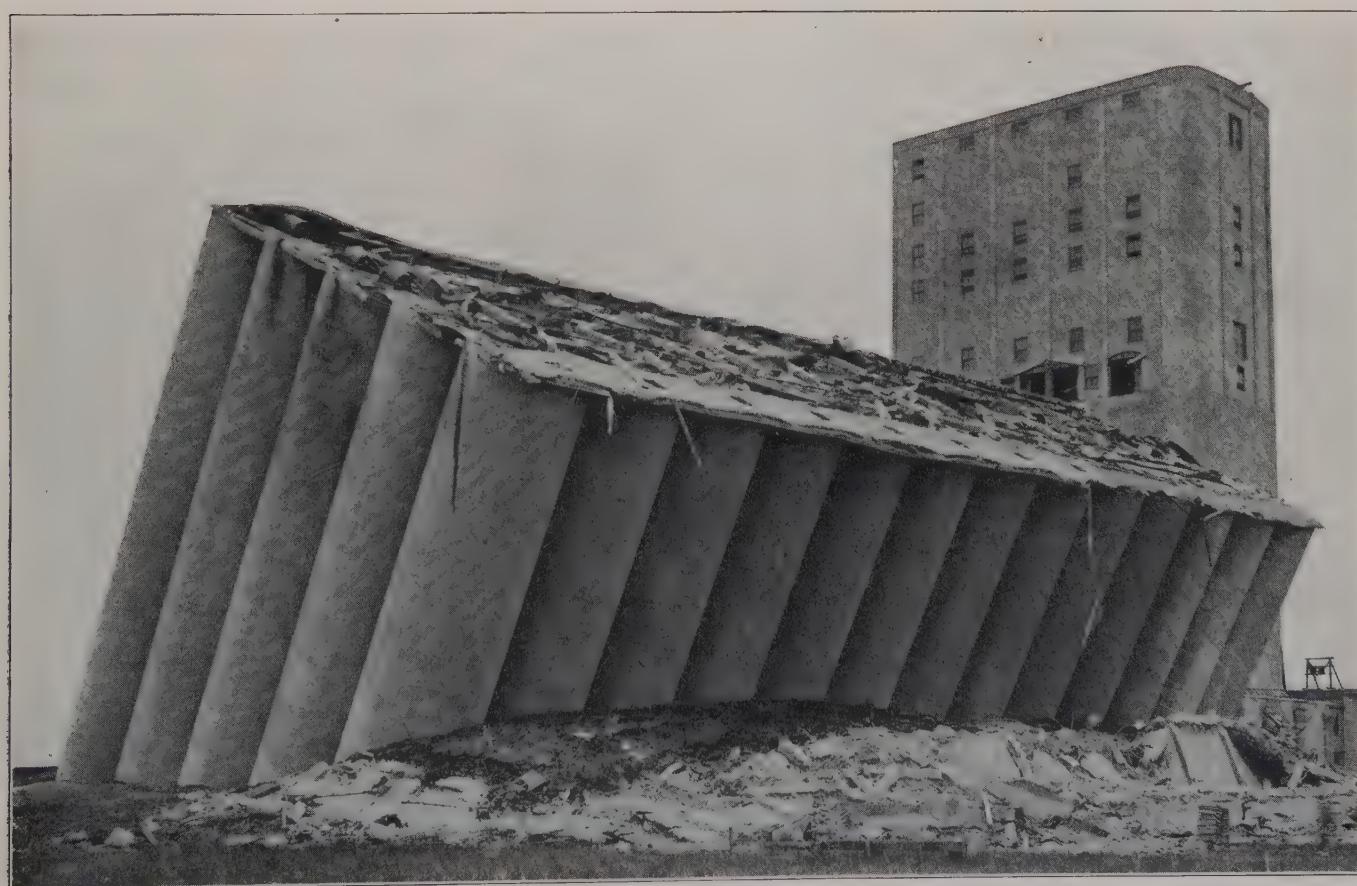
A vote of thanks to the Lima Club was passed, and the convention was adjourned.

The Banquet.

In the evening the annual banquet was held at the Lima Club, with 93 dealers present. After an appetizing feast a series of toasts were given. H. C. Pollock responded to "Our Ass'n." D. W. McMillen spoke on "The Drought—Its Effect." D. R. Risser on "Price Boards," and H. W. Fish on "Boosting vs. Knocking." P. M. Gale ended with a "Good Night" toast, and the dealers dispersed after an enjoyable evening.

THE FINAL HEARING on the government corn grades will be held on Oct. 29 at Washington, D. C.

THE GOEMANN GRAIN CO. on Oct. 11 received 40,000 bus. of Canadian oats, the first consignment of Canadian oats arriving at Toledo since the passage of the tariff bill.



Side View of C. P. R. Elevator at Transcona, Man., Showing Earth Forced up by Sinking of Elevator and Ruins of Fallen Cupola.



Photograph by J. Hypo. Coquille.

The 17th annual convention of the Grain Dealers National Ass'n began its initial session at 10:15 a. m., Oct. 14, in the Tulane Theater, New Orleans, La., with Chas. D. Jones presiding. An orchestra of 12 pieces rendered popular selections and a cordon of the city's finest policemen stood guard.

The attendance was small when Pres. Jones called the first session to order.

Dr. W. A. Barr of Christ Church Cathedral pronounced the invocation.

Jos. McCloskey, welcoming the dealers, said:

It is a pleasure for me as Pres. of the New Orleans Board of Trade, to welcome you. I trust that, from a business standpoint, benefits will be gained by your coming here, to the grain trade in general, and, from the pleasure you will derive from our Southern hospitality, you will always remember the Crescent City.

M. J. Sanders, also on behalf of the Board of Trade, told of the activities of that institution: Our citizens, as a rule, do not take commercial matters so intensely and so earnestly and so persistently as you earnest gentlemen in the West and the North do. We have time for the amenities and courtesies of life.

Martin Behrman, mayor of New Orleans: I represent all of the people here and I know that I am representing them this morning as they want to be, when I tell you that you are most cordially welcome to New Orleans. And, when the words of welcome are given to you here in New Orleans, they are not mere words, but mean more than words can tell.

Governor Luther Hall having been called to New York, Leigh Alexander, pres. of the Louisiana Conservation Commission, told of the great natural resources of the state in sulphur, salt, oil, gas, forests, game preserves and fisheries.

E. C. Eikenberry, Camden, Ohio, pres. of the Ohio Grain Dealers Ass'n, responded in behalf of the grain trade: Hospitality to the North is but a tradition, while with you of the South it is a living, active principle of conduct as much a part of yourselves and the constituencies which you represent as is life itself, spoken naturally as come the words of every-day speech, conveying the conviction that it is from the heart out and is not to be gainsaid or denied.

Pres. Chas. D. Jones of Nashville, Tenn., delivered his annual address, from which we take the following:

President's Address.

For years our country moved along in an even way, in uninterrupted channels, but in more recent dates there seems to have swept over the entire country a spirit of reform, which has not stopped in moral channels but has invaded our commercial existence. Government policies, long regarded as almost sacred by our forefathers, have been swept aside, new political parties have been placed in power and new policies in every line of endeavor have been presented for the consideration of mankind. These conditions of change and unrest have brot every business face to face with problems which no individual could successfully handle, and, therefore, every distinct line of business has found it necessary to form a trade organization to look after that particular line of business.

It is absolutely necessary for us to increase our revenue thru some source other than that now available. As you are well aware, our income is derived solely from the membership dues, which are most certainly very small indeed. It is a hard matter for any officer undertaking the prosecution of this work to successfully do so with our present revenue. The demands upon the Ass'n are increasing to such an alarming extent that in my own administration I have been compelled to curb my desires for work due to lack of funds.

The Ass'n has had a remarkable growth since the Norfolk Convention and yet the field is large and our membership could easily be doubled with renewed effort on the part of each and every member. I do not believe we have a member of this Ass'n who lacks influence enough to be able to secure at least one new member from his list of acquaintances who are thoroly eligible merely by asking them to join. This would be a small thing for each and every member to do and yet the new members have been enrolled through the efforts of only a small portion of our membership. The larger the membership the greater our sphere of influence and the greater our income. It is not asking very much of you when I make the request that after this Convention has passed into history each individual member will endeavor to secure and send in the application of at least one new member.

Since the Niagara Falls convention, we have never been what you might say "even" in a financial way. In other words, we have been forced to use each year a large part of dues paid in the first of each July to pay for indebtedness up to that time, which has not left us sufficient revenue on which to operate until the following July 1st. Each year we have gained on this deficit and on our present basis by harboring our resources, in the course of a few years we will be even again. In other words, we will be in position where we will not be forced to make expenditures until the money is actually received, but to do this your officers must necessarily be compelled to curb their efforts in your behalf.

Fund for Legislative Com'ite—The Ass'n can take care of its regular demands with the revenue received from the membership, if it were not compelled to take care of legislative matters. We are facing at least fifty bills which have been drawn, on which House and Senate numbers have been

placed. They bear directly on the grain trade of the country and each and every one of these bills will have to be given attention at the next regular session of Congress. This Ass'n is blessed with a very able Legislative Com'ite, and during the next twelve months, this com'ite will have much to do in Washington. Sending a com'ite to Washington continually is very expensive, and, of course, the Ass'n must defray all expense of such com'ite. Realizing the necessity of keeping in close touch with these legislative matters affecting the grain trade, as most of the proposed legislation is undoubtedly harmful, it was my desire to turn my office over to my successor with a legislative fund provided which would have enabled this work to be done, as it must be done, with as little worry and care to the officers as possible. I, therefore, asked the Directors for the privilege of soliciting a legislative fund to be devoted entirely to legislative matters and to be drawn against only by voucher signed by the chairman of the Legislative Com'ite, and I am very sorry to state that this request has not met with the ready response from the members that I had reason to expect and as the situation justifies. There is some legislation which the grain trade must have passed for the protection of the trade, for there are conditions existing today that nothing but federal legislation can possibly remedy. Notably, I will mention the unfortunate position in which every grain man is placed today as a result of the decision of the Supreme Court of the United States in the case known as the Henderson Elevator Co. vs. Illinois Central R. R. I earnestly request that each of you give this legislative fund careful consideration and that you may be willing to make at least a moderate contribution when you return home.

While on the subject of funds, I will state that our Treasury is safeguarded in a very business like way. Not one cent can be spent until voucher has been carefully examined by our Finance Com'ite, approved by its Chairman and then approved by your President.

Government Grades and Supervision.—At the Norfolk convention, we went on record by resolution as being in favor of uniform rules of inspection to be formulated by the Government and then as further being in favor of reasonable supervision by the Government. I take it that no set of officers would wish to administer your affairs under the wide latitude of this word "reasonable." Therefore, it is your duty to adopt some plan of action for your new officers that they may be guided in their efforts to get the supervision you desire. I fully realize that in calling on you to settle this question, it is opening up avenues for wide differences of opinion but it is much better to have these differences threshed out here on the convention floor than for your officers to work in the dark and probably not please any element in your membership.

For years, the grain trade has been harassed by the question of uniform grading. This Ass'n at the present time stands in the attitude of working with the Government for standards. We have pledged ourselves to adopt such standards when we could agree on a set of standards. We are about to receive from our Agricultural Department the proposed rules for the classification of corn. I know that the submis-

sion of these rules will fulfill a long felt want, altho the rules as proposed may or may not meet with our entire approval; time alone can tell that. However, the fact that we are so near the solution of grades for one of our greatest commodities must be a great relief to all of us. There is no question in my mind but what the trade as a whole feels that our present system of inspection "has sinned away its day of grace," and that radical changes must take place before we can consider the question as being settled. The lack of uniformity as well as the loose application of the inspection rules has made the situation almost intolerable. The promulgation of market grades and standards and the establishment of a common understanding of the definition of the quality and character of grain is essential to any systemized dealing between producer and merchants and between producer and consumer. Before the producer, the consumer and the middle man merchant can deal on a basis of absolute understanding all must use a common language to define the quality and variety so that each will have a full knowledge of what he is buying or selling under a given name. These standards must be so accurately described and uniform that the average buyer having received something and wishing to get exactly the same thing again will know how to define it accurately in accordance with the standards for such grain. This should operate to give the farmer a better price for his products and assure the buyer that he will get the quality which the grade he has got calls for.

Two Members Dropped for Refusal to Arbitrate.—Early in the opening of my administration, the list of members was culled and brot down to an active membership, all names carried on the list which were in arrears having been dropped according to the by-laws. We have found it necessary during the year to reprimand only two members, the firm of Messrs. A. C. Wooley & Co., of Atlanta, Ga., and Mr. J. W. Brooks of Wilmington, N. C., having been dropped from the list of membership because of their refusal to arbitrate differences.

Now that my administration is about to close, I wish to take this opportunity to publicly thank the officers and the com'ites for their hearty co-operation in all of my efforts. I part with them in my official capacity with a feeling of friendship, cemented with pleasant co-operation which will make that friendship everlasting.

Geo. H. Maxwell, executive director of the National Reclamation Ass'n, delivered an address on the conservation of rainfall, storage of flood waters, construction of 20,000 miles of inland waterways and offered a resolution indorsing the Newlands Bill to appropriate \$60,000,000 annually for 10 years for this work. His address was illustrated with colored lantern slides.

Lee G. Metcalf, Illiopolis, Ill., read the resolution urging Congress to pass the Newlands bill, and it was adopted.

John L. Messmore, St. Louis, Mo.: I move that all resolutions after reading be referred to the Resolutions Com'ite. *Carried.*

Jas. L. King, Philadelphia, Pa.: I was chairman of the com'ite last year, and I will say, for the benefit of the convention, that those resolutions which are handed to the com'ite are handled in a very hurried sort of a fashion by the com'ite, and while the com'ite works at them the very best it can, at the same

time a small com'ite can not do justice to the work, whereas they would be aided by prior discussion in the convention.

A. F. Leonhardt announced that the privileges of the floor had been extended to the delegates by the Cotton Exchange, the Ass'n of Commerce, and the privileges of the several clubs, and that the ladies would be admitted on their badges at the leading theaters.

Adjourned for luncheon.

TUESDAY AFTERNOON'S SESSION.

The Tuesday afternoon session was called to order at 2:30 p. m., on the 12th floor of the Grunewald hotel.

J. W. McCord, Columbus, O., read the following report of the executive com'ite, which was adopted:

EXECUTIVE COM'ITE REPORT.

This Com'ite is constituted as follows: J. J. Stream, Chicago, Ill.; T. A. Morrison, Indianapolis, Ind.; H. I. Baldwin, Decatur, Ill.; J. H. Cofer, Norfolk, Va., and J. W. McCord, chairman, Columbus, O. Pres. Chas. D. Jones and Sec. John F. Courcier are members ex officio of the Com'ite.

It is the duty of this Com'ite to act for the Board of Directors between annual meetings, at the request of the Pres. and Sec. of the Ass'n, on such matters of business and counsel as may be referred to it for action.

There have been no emergencies during the year requiring a formal meeting of the Com'ite. The Sec., however, has consulted with me as chairman of the Com'ite at numerous times, by 'phone, correspondence and personally, on business matters of the Ass'n.

The management of the affairs of the Ass'n has not been attended with any friction, difference of opinion, emergencies or conditions that would justify the expense of calling the Com'ite together.

There is nothing that we can incorporate in this report that will not be fully considered in the report of the Sec. and Treas. We therefore refer you to that report for all details of the work of the Ass'n.

We wish to commend the efficient and indefatigable efforts that have been put forth by the Pres. and Sec'y and the several important com'ites, all of whom have worked so zealously for the interests of the Ass'n. More work has been accomplished and greater gains have been made in all departments of the work than during any previous year in the history of the Ass'n.

The reading of the treasurer's report was passed.

A. E. Reynolds, Crawfordsville, Ind., chairman, submitted the following report for the Legislative Com'ite:

LEGISLATIVE COM'ITE REPORT.

The most of our work the past year has been directed toward striving to prevent legislation which we considered harmful to business. Our efforts in a positive direction to promote legislation which might advance the interests of business have not brought much result, but we believe they have been efforts well expended and will, in time, bring forth fruit.

When the extraordinary session convened, nearly all of the old bills which had died with the short session were immediately revived by being reintroduced, either in exactly their old text or in new verbiage. There was an avalanche of measures, some of them very wise, and if enacted into laws would result in very great good to the commercial interests of the country; many of them unwise, and bound to be disastrous if they ever became laws.

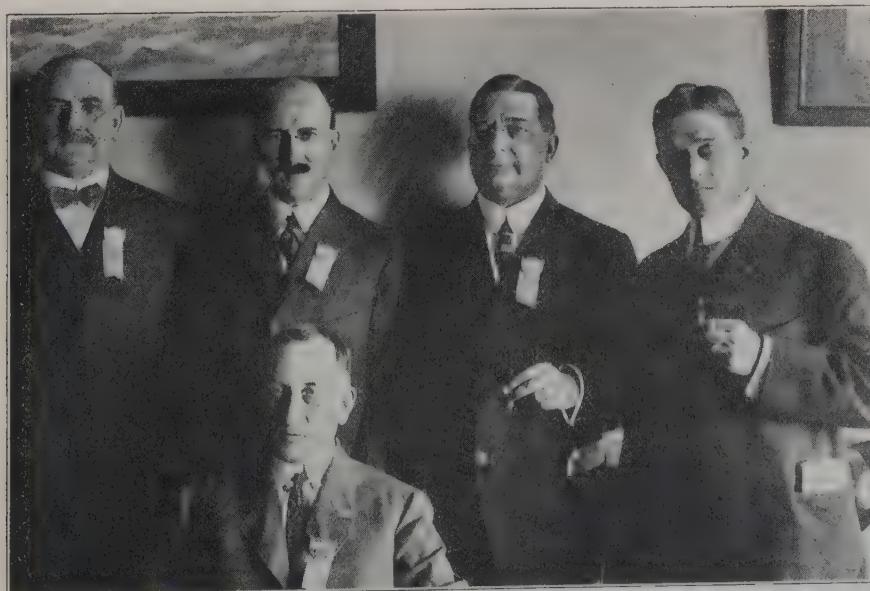
Cummins Tax on Futures.—The most formidable of all of them in its threatening aspect was the Cummins proposed amendment to the new tariff bill. This amendment proposed to tax all sales of grain for future delivery 10 per cent on the sale price, unless the seller owned the grain at the time the sale was made. The real object behind this proposition as stated to the writer by its author was to curb wild speculation. It is apparent to any one experienced in the grain business how very disastrous and unwise this measure would be, if enacted into a law.

The grain trade as a whole is as much averse to wild and unbusinesslike speculation as is the general public. To put such a tax on the selling of grain for future delivery would doubtless stop speculation. It would be like the surgical operation, eminently successful, but unfortunately the patient died. It would upset all known methods of carrying on the grain business. It would prevent large consumers from anticipating their wants. It would give the large elevators the very opportunity they have long desired of effectually cornering and controlling cash grain. In short, it would paralyze the grain industry. The producing or consuming public, one or the other, would reap the consequences of such demoralization.

If it did transpire that future trading could be carried on under a 10 per cent. tax, it would mean that the Government would reap a benefit of 10 per cent. on the cost of the people's daily bread. This tax, if not prohibitive, must add 10 per cent. to the cost to the consumer or reduce the farmers' selling price to the extent of 10 per cent. One is about as unjust as the other, and neither in harmony with prevailing ideas of reducing the cost of living without reducing the farmer's profits.

When this measure was brought up, the chairman of the Legislative Com'ite communicated with the other members of the Com'ite and it was the unanimous opinion that we should do all in our power to controvert the measure. After a careful consideration, it was thought that the chairman of the Com'ite in connection with Mr. Merrill, representing the Exchanges, should take the matter up and do all possible to have the measure defeated. It was not an easy task, and called for a great deal of work and two trips to Washington, but we finally succeeded in getting this provision taken out of the general tariff measure, and the Underwood tariff law has been enacted without the tax on future trading in grain.

We found a great deal of misunderstanding or, at least, lack of information, among members of Congress on the general subject of future trading in grain. We did all we could to enlighten different legislators,



Photograph by J. Hypo Coquille.
Ways and Means Com'ite of New Orleans Citizens. Standing, left to right: R. C. Jordan, E. Nathan, A. F. Leonhardt, W. L. Richeson. Seated: C. B. Fox, Chairman.

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particularly senators, on this subject, and believe that our work has borne fruit.

I have only to say regarding the controlling of future trading in grain what I have often said before. Any measure that will absolutely prohibit trading in grain for future delivery is not to be thought of. It will be disastrous and fail to meet the end in view. If such trading is unjustly taxed, it will only add to the cost of food to the consumer.

I am not ready to say that the work done by the representatives of the Federation of Exchanges and the Grain Dealers' National Ass'n has resulted in the defeat of the Cummins amendment, but I do believe that great good was done in an educational way by the work along that line in opposing this bill.

Since the failure to include in the tariff bill the tax on future trading in cotton, speculation has been rife as to whether this action would weaken or strengthen any future measure looking towards taxing or prohibiting future trading in grain.

The advocates of a law to prohibit future trading claim that the cotton measure failed because it did not include grain.

The opponents set forth the argument that its failure was caused by a growing sentiment against such a measure.

No matter which is right, eternal vigilance is the only safe course for the grain trade to pursue.

The Pomerene Bill of Lading Measure, which has received the hearty endorsement of your Ass'n and of practically all the other commercial industries of the country, failed of passage at the short session. It was re-introduced by Senator Pomerene in a slightly changed form during the extraordinary session and will, doubtless, pass to the regular session without any action. This measure deserves your very hearty support, and I hope that your Com'ite a year hence can report the passage of the Pomerene Bill.

A hearing before the Interstate Commerce Commission in Washington on the whole Bill of Lading proposition was set for Oct. 15. As this date conflicted with the annual meeting of this Ass'n, an urgent request went forth from many sources asking that it be postponed. These requests were granted and the hearing is now set for Oct. 30, which is the day following the hearing on Corn Standards.

These will be two of the most important hearings of recent years. Our Ass'n and the trade at large should be largely represented.

We are approaching a better B/L. It will be an established thing in the near future. How soon, how good and how clean will largely depend on the interest manifested and the work done by the shipping public. A clean, concise, equitable, enforceable contract between shipper and carrier must become a fixed fact before the shipping public is safe. The old one-sided, unjust, non-enforceable, intangible B/L is a relic of the unbusinesslike past. It must go. "A strong pull, a long pull and a now-altogether pull" of all concerned will give us the clean B/L. Here's to all who will pull with their might and main, with brains, influence and necessary money for expenses.

The Federal Inspection Bill remains in the same condition that it did a year ago,

having died in the regular session and been reintroduced in the extraordinary session.

This measure is meeting with a strong retarding influence exerted by the labors of the Bureau of Standardization of the grades of grain.

As reported to you a year ago, we expected in the then near future to have a report from the Government on the standardization of the grades of corn. This matter was very seriously delayed on account of lack of appropriation to carry on the work, but, as you all know, has finally been completed and the report is now public information.

On the whole, this report is a grand endorsement of the work done by the National Ass'n in its uniform grade movement.

The Government has come to the very same opinion that the prime movers for the uniform grade measure have advocated all the time, namely, that it is possible to standardize the grades of grain throughout the country so that the same rules will apply North, South, East, and West, and with equal reason and justice apply to American grain in every port of the world.

I feel that nothing has been done in years of greater importance to the grain trade than the work of the Standardization Bureau. It is not so particularly a question as to whether we agree with the standards that have been promulgated. The main question is, "Is it possible to have uniform standards established in the grading of grain?" Personally, I say as I have always said, that it is possible, wholly reasonable and absolutely necessary, and if the trade will not do it, then we must appeal to higher power to bring about that which we ought to accomplish ourselves.

One man's opinion regarding the general condition of corn throughout the country as it varies from year to year really amounts to nothing. A thousand experiments made in Chicago, St. Louis or Peoria amount to but little, but the innumerable experiments made by the Standardization Bureau, intelligently and disinterestedly compiled by competent experts, must be recognized as nearer right than those that can be put forth by any number of experiments made by interested individuals.

I believe that the difficulty of applying uniform rules to the grading of grain is of small consequence. It could have been done by the trade itself, had self-interest been eliminated.

I earnestly hope that the Standardization Bureau will continue in its work until standards are established for all other classes of grain. We will then have only one other step to take, until the whole question of uniform grading will be an established fact—that is, the adoption of, and religious adherence to, these standards by all the Exchanges of the country. Will they do it? If not, then will doubtless happen what has long been predicted—the Government will have to take a hand in the affair.

Henderson Case.—One of the most serious propositions that came before the Legislative Com'ite the past year was the so-called Henderson Elevator case. You are, doubtless so well informed on this subject that it would be useless for me to go into it in detail. Briefly stated, however, it in-

volves the whole question of who is responsible for quoting rates on shipments of grain or any other commodity.

As the matter now stands, under decision of the Supreme Court of the United States which makes it law, the responsibility of determining the correct rate is incumbent upon the shipper, or, in other words, a railroad cannot be held responsible for a rate quoted by any of its officials, be it too high or too low. The rate that must finally prevail is the one filed by the railroad before the Interstate Commerce Commission.

The law as it now stands under the decision further provides that the shipper cannot recover from the railroad for any mistake in quoting rates, no matter to what cost it may have put him. He has no recourse on any one. He can, however, cause the railroad to be fined \$200, which amount goes to the public fund, and the expenses of said proceeding must be paid by the plaintiff.

The whole decision seems so absolutely foreign to any of our previous ideas of commercial dealings that we can scarcely characterize it by a term that fits our idea of its apparent unjustice, and yet it is law. For one, I am very much averse to criticizing the court of last resort, no matter what the general effect may be on the commercial world. If the law is not right and works an injustice on the commerce of the country, then the law should be changed.

Mr. Merrill and your chairman have had this matter up with several members of the Senate the past year, and after a great deal of work have outlined a plan which we hope may meet the emergency. Senator Shively of Indiana has offered his services in framing and introducing at the next session of Congress a measure looking towards the correction of all the evils made manifest by the ruling in the Henderson case. I believe that we will see active work in the Senate next session on a measure with this result in view.

Senator Shively on the floor of the Senate more than two years ago made a strong plea in favor of an amendment to the Commerce act, which, if passed, would have prevented all difficulties such as were experienced in the Henderson case. The Senator pointed out in strong and prophetic way the dangers existing. It will be interesting reading to all who have not read the Senator's plea in favor of the amendment, which failed of passage.

Under the decision of the Supreme Court, Sections six and eight of the original Interstate Commerce Act, which sections provide for the method of disseminating rates, are practically nullities.

These sections provide that the railroads shall publish and post rates before they become effective. The decision plainly says that while this is the duty of the railroad, a shipper has no recourse against the carrier for failing to perform this specific duty.

A rate becomes effective by the printing and filing of one copy with the Commission. It is claimed that the decision aims to remove the possibility of rebating by refunding on alleged misquoted rates.

In my judgment, a much broader avenue for rebating is opened by the decision than the one which is so effectually closed. By collusion between the rate making power



Some Ladies of the Chicago Special Train at Memphis Country Club.

of a railroad and any large shipper, a rate can be put in force which will give the shipper unlimited opportunity for large profits of which the general shipping public, ignorant of the new rate, will be unable to take advantage.

A vast amount of work should be done by this Association in the near future in helping to shape legislation into sane and reasonable channels. The greatest work before the commercial organizations of this country is to be done in an educational way. Wisdom, morality or patriotism cannot be legislated into our people. Education must come first and naturally will follow these higher attributes of citizenship. The legislative function has run amuck. Legislation for the sake of legislating is very dangerous to business interests.

The general tendency of the times is toward the betterment of human conditions. Any law that our Congress may enact is transient and fleeting when compared with the lapse of years necessary to evolve a great, beneficial and lasting reform, but every beneficial act is a furtherance of the great cause of reform.

What part is the Grain Dealers National Ass'n to take in the shaping of measures which may go down to posterity as lasting benefits to the people and as landmarks along the way of progress toward bettering the conditions of humanity? It will be measured by the money, time and work given to the cause.

Yes, grain dealer, you are safe so long as your interests are cared for by an Ass'n with the recognized standing of the Grain Dealers National. If you will give this Ass'n your hearty and unqualified support, if you will sustain it by the proper financial liberality which its past record warrants, it will look after your interests.

Legislative Fund.—The Board of Directors of the Ass'n recently appealed to the trade for the sum of \$10,000 for legislative purposes, not to pay for services, not to maintain an insidious lobby, but to pay legitimate expenses. If you were called upon to pay full value for services rendered in all departments of the Grain Dealers National Ass'n, \$10,000 would not pay one tithe of the benefit the trade has received, but you are only asked to help pay legitimate expenses; to provide a fund on which your officers can rely at times of sudden urgent necessity.

Each of you ought to do your part. It is as much a just obligation as if your notes were outstanding for it. You are daily reaping the benefits. You are asking the Ass'n to protect your interests. Your action in this line makes it incumbent on you to do your part in sustaining the Ass'n financially. Give your new Legislative Com'ite the money, support and encouragement that it needs, and then you will have nothing to regret for failure in doing your duty. If future trading is abolished and the Exchanges wiped out and business demoralized you can say, "I have done my part."

When an emergency arises, it is very disconcerting to your Com'ite and the Board of Directors of this Ass'n not to have ample funds to proceed as the occasion may demand.

The expense of taking a Com'ite such as went to Washington in March, 1912, to secure the suspension of the Pure Food ruling is more than \$8,000. Of what value

was the result of that meeting to the trade? You could not calculate it short of millions. That com'ite was composed of over seventy delegates from all classes interested in the grain industry, farmers, agricultural organizations, agricultural schools, shippers, and in fact, everybody who was interested. Just that kind of a com'ite which Secretary Wilson said at the time "compels us to do what you ask, whether we want to or not." Just that kind of a representation would be available on the call of your Legislative Com'ite at all times if you give them the money. When your Com'ite can summons the representatives of all industries affected by a proposed piece of legislation, and say to them, "Come on. Go to Washington. Your legitimate expenses will be paid," just then and in that event they will go and they will get just what they ask.

May the blight of a lasting shame rest on the grain trade of this country if they fail to respond with the paltry \$10,000 for which the Directors are asking.

Legislation to Control Speculation.—I firmly believe that we will have enacted in the very near future some kind of a law to control speculative trading in grain. This law will be safe, reasonable, beneficial or baneful in proportion to the time and attention given it by the grain trade. No body of law makers is capable of dealing with this question without the aid and advice of the grain industry itself. It alone is qualified to cope with the proposition. For that reason I urge upon you careful thought and consideration of the kind of restrictive measure that will effectually cure the evils of which the public complains and which they will not much longer tolerate, and which measure at the same time will give the grain trade as much freedom and do it as little harm as possible.

Pomerene Bill.—I urge upon you the hearty endorsement of Senator Pomerene's efforts to secure a better B/L. His measure does not contain all that we would ask, but it is a great step forward. The Senator appealed to me once in this way: "Do, for goodness sake, request the grain trade to put forth as little opposition to this measure as possible, trusting that we may be able to pass it in its present form and then improve it as time goes on." I hope this Ass'n will be very largely and capably represented at the hearing before the Interstate Commerce Commission on the B/L matter on October 30.

I am reliably informed that at this hearing the Commission will expect to examine witnesses under oath and will ask that the testimony should so far as possible be sustained by documentary evidence.

We must be prepared to tell what our objections to the old B/L are and to show wherein it fails to meet the requirements of the shipping public.

We must tell them what we want in a new bill and why we want it.

In short, we must account for the faith that is within us.

Gentlemen, we must go to Washington prepared. The time is short. Something in a definite way must be done before this meeting adjourns.

I urge that the new administration and the new Legislative Com'ite work very closely with Senator Shively at the next session to secure the enactment of such

measures as will effectually cure all the evils manifest in the Henderson Elevator Case.

The recent action of the Senate in voting to abolish the Commerce Court should be condemned. This leaves the shipper with no appeal from the decisions of the Interstate Commerce Commission. The volume of business brot before the Commission is already too large to allow them time to give all matters the careful consideration which they should have. This volume is daily increasing. The nature of the business is such that the failure of prompt action often subjects the shipping public to great inconvenience and loss. In my judgment, the scope of the Commerce Court should have been materially enlarged instead of abolishing the Court.

Transfer of Claim Suits to Federal Courts.—Mr. George Wells, of Des Moines, Ia., a member of the Legislative Com'ite, has recently called to my attention the fact that the railroads in many places are striving to have suits against them for claims for loss or damage transferred from the local state courts to the federal courts, on the ground that the shipments on which claims were made were interstate business. My informant uses the following language:

"If I understand the situation correctly, the Congress of the United States has not given attention to the matter of requiring carriers to make reasonable and prompt settlement of claims and that all legislative enactments along this line have been confined to the State Legislatures and that under the present situation, if suit is commenced in district court under the state law, the carrier in asking for transfer to the federal court opens up a large proposition with the heavy expense of court costs, etc., that is sufficient to discourage ninety-nine out of every one hundred shippers on an individual claim because of the fact that there is no federal statute relating to such cases and therefore the opportunity for endless litigation in the federal courts, all of which I believe might be eliminated and simplified by federal statute."

As this matter is entirely new to me, I am not prepared to report on it fully. If the facts are as set forth, this Ass'n should condemn the method of the railroads and should do all in its power to have enacted a federal law which will cure the evils complained of. I urge the new Legislative Com'ite to look into the whole affair very carefully.

I recommend that the strongest possible effort be put forth to secure the \$10,000 asked for by your Board of Directors. It will be the best money you ever spent.

Finally, let me recommend to you, one and all, the hearty support of the officials of your Ass'n. They need your help, your commendation, your kindly word of encouragement. Remember they are working for you without money and giving you service beyond price.

C. M. Bullitt, Henderson, Ky.: I want to offer a resolution and I ask the Sec'y to read it. The Sec'y read the following resolution, which was adopted:

RECOGNIZING the great work done in the past year by the present administration of the Grain Dealers National Ass'n, and realizing the immense amount of work



Dealers from the Chicago Special Train at Memphis Country Club, Oct. 13.

that must be done within the next twelve months in order to keep the Ass'n up to its present standard of usefulness, it is now

RESOLVED, That the meeting pledge itself to at once put its Executive Com'ite into proper financial condition to continue its work; and

RESOLVED, That the chair appoint a special com'ite of ten, which shall be charged with the work of raising the necessary funds.

Mr. Bullitt: We elected these men to do the work for us. They have done a wonderful amount of work. They have protected our interests; they have given their time and their money. Now, it is up to the point, are we going to put up the money to support them in carrying on this work or not? I say there are enough men right here to underwrite the proposition. If we do not do it, you can not blame our Pres. or Mr. Reynolds or Mr. Merrill, or any of the other gentlemen from sidestepping and saying, "Here, I am giving my time, but I won't put up any more money." Do we want this work to go on, or do we not? Are you not going to underwrite this, and take care of our business? That is the whole thing.

T. J. Williams, Louisville, Ky.: So far as the Louisville Board of Trade is concerned, we will pledge it for \$200.

Mr. Bullitt: I put myself down for \$100.

A. E. Reynolds: I know that Jones has said to me that he would not be president and that he was a blankety-blank fool to be president and to go on with the work that you requested and required him to do, and of which he cannot acquit himself properly unless you give him the money. He has paid enough freight already and so have a good many other officers paid all the freight they ought to, and it is up to the Ass'n to pay the rest of the freight. I will say to you that we will escape a calamity by raising money enough so that Jones can go on and carry out the good work he has begun. It is only in its incipiency—just starting. We can not have as president the man we want to have unless we raise the money. Commensurate with my standing in the grain trade, I will put up as much as any other man, because I know what Jones has done and what is before him yet to do, and which he will not undertake, unless he can do it creditably.

H. S. Grimes, Portsmouth, O.: If Mr. Reynolds had made a report of the entire work of the Legislative Com'ite it would have been necessary for him to write a book. When you consider that all this work has been done at an expense to the National Ass'n of the paltry sum of \$300, you can imagine how much has come out of the Legislative Com'ite's individual pockets. I think that the funds, instead of going into the Ass'n proper, should be made an exclusive fund for legislation, and should go into the charge of the Executive Com'ite with instructions to distribute it upon the order of the com'ite that has it in charge.

Pres. Chas. D. Jones: I asked the permission of our directors to solicit a fund for the exclusive use of your Legislative Com'ite. They granted my request; we issued the call, but the response has been very nominal. That is discouraging to one who desires to do or to accomplish anything to fulfill expectations. Some of my friends have been kind enough, in the last few days, to state that they desired that I should accept the presidency of this Ass'n for another year. I am not unmindful of such an honor; I think that any man should feel honored to be called upon by such a body of men as

compose the membership of this Ass'n to accept its Presidency. I told the Com'ite that I had personal reasons for not being in sympathy with any such move; that I was in no position to make such a sacrifice, and that under no circumstances did I feel called upon to undertake a work without the funds with which to bring about its accomplishment.

A motion was carried that the report of the Legislative Com'ite be received and filed and that the Com'ite be tendered the thanks of the Ass'n for its very valuable work.

A. E. Reynolds read a resolution recommending federal supervision of grain inspection. On motion of Edward Wilkinson of Birmingham, Ala., action on the resolution was deferred to the following day.

E. Wilkinson: I am not able to follow as long a resolution, involving as many intricate problems as may be involved in the resolution just read, carry them in my mind and act on them intelligently, without a little opportunity to consider. The question of "supervision" has been mentioned here. I, for one, would like to know what anybody understands about "supervision." I have asked twenty different men here to tell me what they meant by "supervision" and I have not yet had a man to tell me what he thought "supervision" meant.

A. G. Tyng, chairman of the Trade Rules Com'ite, being absent, the report of the com'ite was read by E. C. Eikenberry, as follows:

Proposed Amendments to Trade Rules.

NOTE.—The words in capitals indicate the proposed changes.

Rule 4. (a) Confirmation. (Current Rule.) (b) WHEN EITHER OF THE CONFIRMATIONS CONTAIN PROVISIONS AT VARIANCE WITH THE CONDITIONS EXPRESSED IN THE CARD OR OTHER WRITTEN OR PRINTED BID, THE LATTER SHALL GOVERN, EXCEPT WHEN EACH PARTY TO THE CONTRACT WAIVE THE IRREGULARITY, BY SIGNING THE CONFIRMATION, IN WHICH EVENT THE CONFIRMATION THUS SIGNED SHALL BE UNDERSTOOD TO EXPRESS THE TERMS OF THE CONTRACT.

Rule 5. Time of Shipment or Delivery: in making contracts, a specific time in which shipment or delivery is to be made shall be mentioned. Any given number of days shall mean calendar days excluding date of sale in which to load and ship grain to apply on a sale for shipment, or to deliver at the agreed destination grain sold for delivery.

The word ship when used in the rules shall mean that shipping instructions shall have been filed with the Railroad Company by the shipper.

Grain to apply on a sale for shipment must be actually loaded, and billing instructions must be furnished the Railroad Company in accordance with the custom in vogue at the shipping point.

IN USING THE WORDS, IMMEDIATE, QUICK AND PROMPT, THE FOLLOWING MEANINGS SHALL BE IMPLIED: "IMMEDIATE," THREE DAYS; "QUICK," FIVE DAYS; "PROMPT," TEN DAYS.

Where no specification as to time of shipment is named in the contract, PROMPT shipment shall BE IMPLIED.

Rule 7. Incomplete Shipments: When the seller finds that he will not be able to complete a contract within the agreed limit, it shall be his duty to AT ONCE advise the buyer by mail, telephone or telegraph, whereupon it shall be the duty of the buyer AT ONCE TO ELECT either to buy in or to cancel the deficit, or, with the consent of the shipper, to extend the contract to cover the said deficit.

Upon failure to receive notice of shipment, after the expiration of the shipping limit as specified in the contract, the buyer shall IMMEDIATELY ELECT either TO buy in or cancel the contract AND notify the seller by wire that unless he, the buyer, be in receipt of notice, by wire, within 24 hours, advising that shipment will be completed within 48 hours, he, the buyer, will, at the expiration of the said 24 hours, EXERCISE HIS CHOICE either TO buy in or TO cancel the said contract, and render a statement to the seller for all loss incurred.

Rule 15. Interior Shipments: Grain sold on the basis of "Regular market terms," cannot be forwarded to interior points by the buyer, without the consent of the seller. AND THE SAME RULE SHALL APPLY TO TERMINAL MARKET SALES THAT DO NOT CONTEMPLATE PUBLIC OFFICIAL WEIGHTS AND INSPECTION.

Rule 23. Weights and Inspection of Grain Sold Destination Terms: (a) On grain sold track-loading station, or delivered basis destination terms, it shall be the duty of track buyers, receivers, millers and consumers of grain at points of destination where no regularly constituted rules and regulations are in effect, FIRST, TO OBTAIN THE CONSENT OF SELLER TO MAKE SUCH DELIVERY, AND THEN furnish to the seller sworn or public certificates of weights and grades; giving the post office, date, name of elevator, mill or warehouse where weights were obtained, name of the weighmaster's employer, name of the weighmaster, location or description of leaks, if any, THE SEAL RECORD, the railroad agent's written acknowledgment of said leaks or other bad order conditions, when and where the grain was unloaded, and the original paid freight-bill, on grain sold delivered.

(b) On a sale shipper's weights and grades it is understood shipment must be made by the seller from his own stations, OR STATIONS ON SAME ROAD THAT OPERATE UNDER THE SAME TARIFF RATES, REGULATIONS AND CONDITIONS, and he must furnish the buyer sworn certificates of weight, unless otherwise agreed at time of sale.

Rule 26. Off Grades: It shall be the duty of receivers, track-buyers, and distributors of grain on regular market terms, TO NOTIFY SELLERS OF ANY FAILURE TO GRADE, SO HE WILL RECEIVE SUCH NOTICE WITHIN 24 HOURS FROM DATE OF INSPECTION. THE BUYER THEN SHALL either apply THE GRAIN on contract at ruling market difference on day of arrival, OR LET THE NOTICE TO SELLER BE BY WIRE, OF THAT DATE, GIVING THE CONDITIONS OF THE GRAIN, STATING WHETHER UNLOADED OR STILL ON TRACK; WHEREUPON IT SHALL BE THE DUTY OF THE SELLER RECEIVING SUCH NOTICE TO WIRE DISPOSITION AT ONCE. Off grade grain sold for account of shipper shall not apply on contract.



Part of Oklahoma's delegation

Rule 31. Seller's Inspection: Grain sold for delivery, seller's inspection, shall be covered by an inspection certificate of the grade contracted. The submission of a certificate of a lower grade to apply on a contract for a higher grade shall be authority for the buyer to sell the grain, represented by such certificates, for the account of whom it may concern, and proceed to buy-in, extend or cancel the original contract for account of the seller, NOTIFYING HIM AT ONCE OF SUCH ACTION.

E. P. Peck, Omaha, Neb.: I move the report of the Com'ite on Trade Rules be printed so that it may be distributed Thursday morning and thoroly understood by all the members. *Carried.*

Gardiner B. Van Ness, chairman of the Com'ite on Telephone and Telegraf Service, submitted a report, which was read by the Sec'y as follows:

TELEPHONE AND TELEGRAF Com'ite Report.

The Telephone and Telegraf Com'ite started in on their duties with a full realization of the very unsatisfactory conditions prevailing in the telephone and telegraf world and with an earnest desire to do something of value to the grain trade along the lines of improving the general service.

Time Filing Bill.—Accordingly, they immediately took up the work of furthering the Cary Time Filing Bill, which has been endorsed by the association and which was then before Congress. Along this line they obtained the endorsement of the Bill by numerous grain dealers ass'ns, millers ass'ns, farmers ass'ns, grain exchanges, etc. The Bill was favorably reported out of Com'ite in Congress, but notwithstanding the general support obtained for the Bill it failed of passage. The section of the Cary Bill which provides for the recording by the telegraf companies on the addressee's copy of every message the time at which it was filed for transmission by the sender is an extremely important matter to the grain trade, and if enacted into law it would save numerous losses, eliminate many controversies, facilitate the transacting of business and be a constant influence working for quicker service generally. The time filing feature of the Cary Bill is now the law in some of the states and in the opinion of the com'ite the Grain Dealers National Ass'n should not rest until it is a national law or the law of every state.

Leasing Wires to Individuals.—Your com'ite found one great cause of poor public service was due to the system of leasing wires to individuals. This matter was of such a serious nature and of such vast importance, your com'ite thought fit to lay it before the Interstate Commerce Commission, and in answer to the communication which we sent to that body we received the following reply:

"Commissioner Harlan directs me to advise you that your letter of November 14th has been considered in conference with his colleagues and the Commission has determined to institute a proceeding of inquiry on its own motion into and concerning contracts for private telegraf and telephone wires and the rates, rules and regulations therefor and the practices thereunder. You will be notified of the date and place set for hearing this matter when same shall have been determined upon."

Private Wire Contracts.—The contract which exists between the telegraf company and the so-called private wire companies in some respects is a remarkable document. It contains clauses (some of which follow) that will probably interest the entire grain trade and for that matter the public generally. The first article of the agreement states among other things, "The first party (Telegraf Co.) agrees to furnish . . . for the exclusive use of the second party a telegraf wire connecting one office

of the second party in . . . with one office of the second party in . . . It is a matter of common knowledge that this clause of the contract is not lived up to. Its meaning has been so stretched that the wire which is to go from one office of the second party to another office of the second party is sent from one office of various other parties, so that the lessee in effect becomes more or less a telegraf company himself, furnishing free telegraf service to those who will favor him with their business, and very frequently depriving the rest of the general public of practically all telegrafic facilities.

Further along in the same article, referring to possible wire trouble, the agreement reads: "Until said wire shall have been repaired, the first party shall either furnish the second party another wire for their use or transmit their business between the places hereinbefore named, over other wires of the first party at one-half of its regular current day rates between said places." This is a most remarkable clause and your com'ite does not think it will hold water when tested before the Interstate Commerce Commission, for it does not seem possible the Interstate Commerce Commission will hold that when wire trouble prevails, a public wire can be taken out of public use and given to a private wire concern, or that it will hold valid the other alternative that the private wire concern will have its message transmitted over a public wire at one-half of the regular current day rates charged the general public. This clause of the contract savors of the old "public be damned" policy, which happily is now somewhat out of date.

In the third article of the agreement the first paragraph reads: "It is understood and agreed that said wire herein provided to be set apart for the benefit of the second party as aforesaid shall be used by them only in transmission of messages concerning their own business and affairs, and that the said wire shall not either directly or indirectly be used in any manner for the transmission of messages for the public or for any person or persons other than the second party." This article of the agreement is continuously violated. In fact, so general is the violation of this clause it can be safely said that there is no hour and probably no minute of the business day that there is not some message on the wires in violation of same.

Further along in the same article referring to the possible transmission of these forbidden and unauthorized messages it reads: "First party may at its option either, first collect and receive from the second party in addition to the rentals herein provided for a toll charge upon each of such unauthorized messages at the then existing tariff rates for commercial business of the first party, or may terminate this agreement on one day's notice in writing to the second party of a desire to do so." It would seem from this that the telegraf company have but two alternatives in case of the violation of this article of the agreement; either they must collect tolls for the messages sent in

violation of the agreement or terminate the agreement. As a matter of fact, they are doing neither.

Leasing System a Blight.—Your com'ite feels that there is a great work cut out for this ass'n in the obtaining for its members an equality of service from the telephone and telegraf companies. This is the one great thing to be sought. After it is obtained, regulations governing charges and possibly other matters should be looked after, but at the moment the one great blight that prevents a normal, healthy growth of the public telegraf facilities appears to be the system of leasing wires to individuals, and in the opinion of your com'ite the one big point to be fought out before the Interstate Commerce Commission is the question as to whether or not it is lawful for a public service corporation, itself the beneficiary of special privileges granted by the Government, to lease its facilities intended for public use to individuals when such action results detrimentally to the general public.

The grain trade is one in which instant telegrafic and telephonic communication is essential to the safe and proper handling of the business, and the duty rests upon this ass'n to do all in its power to bring about such service and to see to it that the facilities of the public companies are not "farmed out to" and monopolized by the few, but are made available to all alike on equal terms, and to this end we recommend that the adoption of this report carries with it instructions to the incoming Telephone and Telegraf Com'ite to press the advantage already gained in getting the subject before the Interstate Commerce Commission and that the general membership take an active interest in the work by preserving and promptly forwarding to the Telegraf and Telephone Com'ite all data concerning instances of faulty or unsatisfactory service.

A. Brandeis, Louisville, Ky.: I move the report be received and made a part of the record. *Carried.*

Pres. Jones announced the following com'ites:

NOMINATING COM'ITE: E. M. Wayne, Chairman, Delavan, Ill.; John T. Gibbons, Jr., New Orleans; F. S. Cowgill, Omaha, Neb.; Charles A. Ashbaugh, Frankfort, Ind.; Charles Rockwell, Mt. Vernon, N. Y.; Bert K. Smith, Ft. Worth, Tex.; L. F. Gates, Chicago.

RESOLUTIONS COM'ITE: H. S. Grimes, Chairman, Portsmouth, O.; S. W. Strong, Urbana, Ill.; E. E. Wilkinson, Birmingham, Ala.; A. Brandeis, Louisville; John L. Messmore, St. Louis, Mo.

AUDITING COM'ITE: J. W. McCord, Chairman, Columbus, O.; J. J. Stream, Chicago; Thomas L. Davis, Memphis, Tenn.

Adjourned to Wednesday morning.

WEDNESDAY MORNING'S SESSION.

The Wednesday morning session, which had been set for 9:30, was delayed until 11 a. m.

Pres. Chas. D. Jones, opening the conference, said: This session is not an official meeting of the National Ass'n. You are assembled here in conference with Dr. Duvel, representing the Agricultural Department of our Government, the conference being held under

the joint auspices and invitation of the Government and the National Ass'n.

The Secretary of Agriculture, who naturally would be entitled to preside, was not able to be at the meeting and by request and agreement between the two bodies—the Government and the Ass'n—extending me the invitation, I, naturally, follow as the presiding officer.

The meeting is not deliberative; there



Indiana and Ohio Dealers and Their Ladies at Cleveland, Miss., Oct. 12, 1913, En Route to New Orleans by Rail and Boat via Vicksburg and Natchez.

can be no vote taken on any subject; it is purely an open meeting, in which every man present is invited and expected to take part in the discussions. By agreement with the Secretary of Agriculture, when Dr. Duvel, representing the Department, feels that he has completed and is satisfied for the Government that the conference has extended as far as he desires, and that the Department has secured opinions enough to be able to determine in its own mind the general impression of the trade, regarding the rules that we have to submit, he has the right to turn to me as the Chairman of the meeting, and state that, on the part of the Government they are satisfied that the meeting be discontinued or adjourned.

Dr. J. W. T. Duvel, Washington, D. C., chief of the Bureau of Grain Standardization of the U. S. Dept. of Agriculture, made an address illustrated by lantern slides and many charts, from which we take the following:

DEMONSTRATION OF TEN-TATIVE Grades of Corn.

We have formulated these grades, keeping in mind, as servants of the people, to put them on the basis that will be the greatest good to the greatest number; and I will also say here, if we fail in the fixing of these grades, to be uniform in all the markets throughout the United States, so that producers, and consumers, as well as the dealers, will know what the grades are, and will thereby be able to improve the quality and condition of our corn, to encourage better methods of handling on the farm, and to raise the standard of our commercial market, and bring forth this very forcible question which has been discussed throughout the country for months and months, to produce more corn of a better quality, then I would feel that these grades have been to a considerable extent, a failure. My principal interest in this is to produce better corn when it goes to the market under present conditions. The losses, naturally, due to deterioration after the corn goes to markets, amount to millions of dollars.

The question is often brot up, and has often been presented to me, that in the early seasons of the year, it is necessary for our corn to move to market. In a measure, that is true, and in a measure it is not. I have prepared a chart, showing the average monthly receipts into Chicago, St. Louis, Peoria, Omaha, Indianapolis and New Orleans, these being markets which feed very largely from the country shipping districts. I have not included all the markets, because all the data was not available. You will find here, starting with December, when the new crop starts to move, we have 12.2%; in January, 8.9% of the total crop marketed.

On this other chart we have the percentage of receipts for each month which fall into the different grades.

We must have dryer corn if this country is to maintain a high standard, or rather to recover its high standard in our international trade in grain. We have 18%; we have gone beyond our limit of 17½%, which we feel is safe for transportation or shipment.

About 20 slides were thrown on the screen showing the transfer of moisture from high to low per cent corn by mixture; the keeping qualities of corn in grain elevators; a comparison of per-

centages of corn heating or hot on arrival in Europe; holds of vessels arriving in Europe with spoiled corn; caked corn in holds; variations in the grading at different markets; average receipts and country carload shipments of No. 3 corn; average receipts of No. 4 corn at different markets, lumped; a picture of cob rotten corn and pictures of corn stored out in the open in large piles.

Adjourned for luncheon.

WEDNESDAY AFTERNOON'S SESSION

Dr. Duvel, resuming his demonstration: The question of shrinkage is one in which the grain shippers are likewise interested.

We made an experimental shipment from Baltimore to Chicago and return on four cars of corn. And, at the same time, we held four cars of the same corn, which was thoroly mixed, on the tracks at Baltimore, this work being carried on in co-operation with the Baltimore Chamber of Commerce, and the inspection department there, and the Baltimore & Ohio Railroad and the Pennsylvania Railroad.

Natural Shrinkage.—We took corn with 22 percent of moisture, the present limit for No. 4. We found in going from Baltimore to Chicago and return a loss of .27 of one percent, while the car that remained on the track at Baltimore lost .34 of 1 per cent. With 19% of moisture, the present limit of No. 3, our loss was .21 of 1 percent, and on the track at Baltimore .24 of one percent. With 17% of moisture, one-half percent less than our present No. 3, we had .09 and .04.

We have here in this same shipment, a carload lot of corn from the previous order, with 13.3 percent of moisture, which showed .13 and .16. This corn contained from 15 to 20% finely broken corn that had been handled thru the elevator several times.

This shipment was made in December, 1910-1911, starting on December 24, and the experiment continued until Jan. 20. There was practically no change in temperature during the winter months when this experiment was carried on. The corn in the cars held on the tracks at Baltimore increased slightly in temperature, to which we can trace the result of the higher shrinkage.

In another experiment, which was carried on in April and May, 1910, we find a different story in the spring of the year; 19.8% of moisture corn lost 3.65%. This corn was shelled early in the winter, had been in the elevator for some time, and soon started to get out of condition, reaching a temperature of more than 140 degrees, and when we get corn of that kind you have a shrinkage somewhat similar to that.

These two cars, Nos. 2 and 3, which showed a loss of .48 and .4, respectively, one contained 18.6% of moisture and the other 17.8% of moisture, with tempera-

ture increasing at the end of the experiment to a little more than 80 degrees.

When corn reaches the moisture content of either of these cars we find a very rapid increase in temperature as shown by this line here. The other two cars which showed a less shrinkage and likewise contained less moisture—17.4 and 16.7—show but very little change in the temperature; but we have, nevertheless, a slight loss in weight.

This does not represent the loss in loading or unloading, but represents the actual shrinkage due to evaporation of moisture in transit.

This data was obtained by weighing on the track scales—weighing the cars empty and loaded, and the scales enroute were checked up with a standard steel test car, so that we know absolutely the condition of the scales. Allowance was made for absorption of moisture by the car itself, which is considerable during rainy weather. You will find in freight cars, wooden freight cars, a variation of from 200 to 400 pounds in the weight of the empty car, due to the absorption of moisture. With this same train we carried also an empty freight car in order to make that correction, and our weights were all corrected back to the empty, if there was not an absorption of moisture, or drying out of moisture in the wood of the car.

We have found in all our experimental work with corn that corn will not absorb a sufficient quantity of moisture in transit so that you can detect it by the moisture test. There is a variation, as I will be able to show you later, a slight variation, but it is so small that when you come to determine it in a moisture test it will not show.

In the spring of the year, handling corn which is winter shelled, coming out of the elevator, we find with 18.2 of moisture a loss of 1.23 and 1.66%, the explanation again being in this increased temperature, the temperature reaching from 120 to 130 degrees. With 17.8 per cent of moisture we have a shrinkage of .3 and .55 of one per cent, also a shrinkage with 16.9 of moisture of .39 and .59 of one per cent.

All of these cars in the first, second and third groups show an increase in temperature at the end of the test. In other words, the corn would get out of condition, and would, perhaps, either be



Delegates from Everywhere Enjoyed the Harbor Trip.

graded 4 or sample grade. So, when I said this morning in connection with our limit of 15½ percent of moisture for No. 2 corn, you cannot, in that case, be absolutely sure that the corn is going to carry through, because much depends on the length of time that the corn has been shelled.

H. B. DORSEY: If it contained only 14 per cent of moisture would there be any certainty of its carrying?

DR. DUVEL: No! It would be more certain to carry than the 15.5. Even 14 percent corn sometimes will get out of condition. Dirt has a certain influence, finely broken dirt. You take 14% corn in the summer time when the temperature is high, when corn—at that temperature will normally hold only 12% moisture, then you are very likely to get that corn to go out of condition.

If the corn is of the same degree of soundness we have no reason to believe that there will be any difference in the keeping quality of natural or kiln-dried corn, both 15% test. You must remember this, however, under present commercial practices that 15% kiln-dried corn is not comparable to 15% natural dried corn. One has been thru a hospital and the other has not, and they will not stand up together.

Acidity.—We published in connection, when we announced these rules, the question of acidity. We did not put this in the grade rules, because we feel that the trade is not ready for it. I will say, however, that it is an important factor and perhaps the only factor, or the very best factor that we know, to determine the soundness of corn, and no man who is storing large quantities of corn can afford, for his own protection, to store that corn without knowing the acidity, or, in other words, without knowing the soundness.

If you test your 15% kiln-dried corn and your 15% natural dried corn, in 75% of the cases, under commercial conditions, you will find the acidity of your kiln-dried corn much higher than your natural dried corn. It is just like comparing the work that a well man can do with that which another fellow can do that has just recovered from an attack of typhoid fever, or some other illness. But we say further that if you will take corn and dry it properly when it is still good and sweet, and in good condition, it will stand up equally well with natural dried corn. I will go further, that I think by far the greatest quantity of the dried corn in this country is not dried properly. I will also add that it is the practice in most cases, altho this has been disputed by some of the grain men, but our data, nevertheless, bore out that this is the case, that most of the grain is not dried until it starts to go out of condition. No grain man, it is perfectly natural, intends to dry that corn if he can get rid of it at greater profit to someone else before it goes out of condition.

The natural dried corn has an advantage. You have, of course, in your kiln-dried corn a much heavier breakage. It won't stand the handling that your natural dried corn will, and handling through the elevators, you will break it up and get a higher percentage of finely broken corn and meal; that, of course, will affect its keeping qualities.

In certain seasons of the year, especially during the latter part of November

and December, in shelling when the corn is not in condition to shell, and I may say, is not in condition to market, altho they attempt to market and do market it, the sheller will tear up a great many kernels, and those broken kernels, by the way, up to that time, will not be taken out thru the 4x4 screens which we have designated at that season of the year.

Hot Corn.—The shrinkage in hot corn may be almost anything. There were seven cars of hot corn kept on the tracks for eight days, and the temperature ranged from 140 to 160. This represents the shrinkage during those eight days: 1.65, 1.64, 1.68, 1.73, 1.77, 1.91, 2.02, 2.04. The data covering this shrinkage has already gone to press, and we hope to be able to deliver it to the grain dealers interested in this shrinkage proposition, in connection with these grades, in the next few weeks.

Our conclusion on this proposition is that there is undoubtedly a natural shrinkage in corn during transit, as it is handled under present conditions.

With 21.6% of moisture, which is practically the limit of our No. 5, we had that corn going out of condition in approximately the same time. The temperature, however, did not go so high, and the shrinkage was not so great in this case as in the former, with 18.4% of moisture, the limit of our present, or practically the limit of our proposed No. 4, from Mar. 3, until May 2.

This shows you that your present limit for No. 3 corn—19 per cent—is not a safe proposition for storage, and not safe for your May delivery, and you cannot do it, unless you artificially dry the corn, and when you do that you must dry it beyond 19 percent, or dry down low enough so as to prevent the danger from rapid deterioration afterwards, because usually in the drying you increase the temperature and make the conditions more favorable for the development of moles, bacteria, etc.

We admit, however, more dirt in our No. 1 grade than at present. No. 1 grade at present, under present conditions, is practically a dead letter and the grade of No. 1 corn was fixed at that high standard at a time when a great deal of seed corn was handled in carload lots by buying off the market.

We feel that the time of handling seed corn in that way has passed, and that No. 1 should be a commercial grade for the miller or the feeder, or the manufacturer of any kind who desires a high-grade product, and for that reason we have made it more liberal than at present.

On the other hand, taking the question of moisture, our limit for No. 5 is 21.5 as compared with the present 22 for No. 4. We have done but little else in that case, and unfortunately our data justified it, than to divide that up into five grades instead of four, in order to reduce the discount.

A great many of the grain dealers fear or feel that they do not have the courage to tell the farmer that his corn, a considerable percentage of it, will grade, under the new rules, fourth or fifth grade, instead of third or fourth grade. Now, I think I can show you that, under the new rules, our No. 5 corn is worth more money than the old No. 4, and, if the law of supply and demand has any place in the grain trade, I don't believe the

country shipper or producer will have any difficulty in understanding that proposition.

But take No. 3 corn, for instance, with 19% moisture. If that is worth 50% cents per bushel, No. 4 corn, with a maximum temperature of 22 percent moisture, would be worth 48½ cents, a difference of 1½ cents a bushel on the basis of moisture alone, eliminating the question of dirt, cob-rotten and broken corn.

The chances are that in many cases the discount would be even greater, provided that the No. 4 corn in question contains the maximum percentage of moisture. But whether it contains this maximum percentage, the discount would in all probability be based upon this maximum of 22%.

Compare this with the conditions as they exist in the new grade of No. 5, with a maximum of 21.5% of moisture. On the same basis of value the 21.5% of moisture corn should be worth 49 1-16 cents per bushel, or 5-16 of one cent more than the old No. 4, and, as I said a moment ago, if the law of supply and demand has any place in the grain trade, a carload of No. 5 corn, on the basis of the proposed rules, is worth \$3.75 more than a carload of No. 4 corn under the present trade. Now, I don't believe that the country shipper or producer is going to have much difficulty to understand that. At least we who have studied this data very carefully, up one side and down the other, do not fear the attitude of the country shipper or producer.

I will also say that we have considered the question of the consumer, and feel that these uniform grades, that what he wants, is a definite grade, so that he may know when he is buying a certain grade, what to expect, whether he buys in Cincinnati, Louisville, Chicago, or any other market. And the same way with the country shipper, whether he ships to any of the markets, he will know on what conditions it will be graded.

From the standpoint of the dealer I do not want you here to believe or to feel that we are playing into the hands of the producer, or into the hands of the consumer. As I said this morning, we have made an effort to fix those grades so that there will be the greatest good for the greatest number, and the dealers, I can say, need have nothing to fear, unless it is the loss of their unscrupulous competitors.

L. F. GATES, Chicago: This matter of supply and demand does not work out the way you have stated, if you want to get your figures and discount on off-grade corn. It is a physical impossibility to handle the movement of off-grade corn that is going to market. It is not a matter of manufacturing. It is a matter of the impossibility of drying the amount of corn that is being shipped and marketed, because the country, you will see, does not care to hold it. Is there anything in this plan that would offset that?

DR. DUVEL: With uniform rules properly lived up to the shipper will be able to ship his corn where it is in the greatest demand, and not be able to take the discounts when the market is overcrowded and receive a higher price, or, rather, a small discount, when corn is in demand in those given markets. In other words, to be more plain and frank, the present system of grading, in the majority of markets, is this: Prices and quotations are sent out on the basis of a certain grade. If



Part of the Indiana Delegation.

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the supply going to that market exceeds the demand they grade it down; if the demand exceeds the supply he will get a higher grade on it.

What we contend, by uniform grades, if they are established on the same basis in every market, is that a man who gets quotations and who gets freight rates and knows what he has to ship—if he can ship to a market making the best quotation, he is not only doing the most for himself, but is likewise doing the most for the people of the country, by being able to meet a certain demand.

The germinating season is nothing more than this: It comes in the spring of the year when you have an increase in temperature. Now, you produce those conditions at any time, and your corn will begin to heat. You can test that, or determine that, by putting a lot of corn in a sealed jar. If you keep that jar at a low temperature you will have no difficulty. Just as soon as you raise the temperature so that the corn contains more moisture than it should normally contain at that temperature if exposed to the air, you will start fermentation, and that is what happens when you put heat to corn in the summer time—your corn will contain more moisture than it can hold at any temperature.

E. H. Culver, Toledo, O.: I do not believe that Doctor Duvel would stand on that platform and charge me with making a deviation from the uniform rules for anybody in Toledo, which has never occurred, and if such conditions do occur, in any of the markets of the United States, I believe it is Doctor Duvel's place to publish it and not place all markets under the ban and state to the Department that they are damned thieves.

J. H. Cofer, Norfolk, Va.: With all respect to our friend from Toledo, I want to say that as receiver of grain in Norfolk, that we have had in the past, corn inspected as No. 2 in Toledo, that came to Norfolk and tested 19.2% on Hess Testing Machine.

Pres. Jones: I rule you are out of order and the general discussion is out of order. I will ask you not to discuss conditions as they exist on the different markets. We came under invitation to discuss these rules, and not the application of any rule that today prevails on any market, or any condition that prevails on any market. If we go on with the subject which is now started, we might as well go home.

Jules G. Smith, Fort Worth, Tex.: I appreciate the strength of the statement, but Doctor Duvel has made the statement that was occasioned by his experience and by his investigation. What I would say is not intended as a slam at any one, nor any inspector, but Doctor Duvel's experience led him to make the statement that he did. We have had No. 2 kiln dry corn at Kansas City under certificate, and it

would get to Fort Worth as sour mash. It is his experience that caused the statement.

H. H. Bingham, Louisville, Ky.: Doctor Duvel represents the greatest firm that God ever put sanction on its existence, and he has got the right to stand up here and give us his experience. He has accused no man and no market of anything in particular.

Dr. Duvel: If we can get a system of grading whereby they could certify a specific grade as to moisture, as to rotten corn and dirt, and grade as to broken corn, it would help materially in improving the quality and the condition of the corn, and put the shipper in a condition to improve his corn. In every case of drying corn, or holding it on the farm until it is in a little better condition, we would get a better grade. It is clean enough to meet the requirements except in three or four cases. Some places, it is in favor of the new grade, and in some places, of the old. Another sample of corn tested 1 in moisture, 1 dirt, 1 broken. It graded No. 3 under the present rules.

Here we have grading No. 1 and No. 4 on account of damaged corn, where the shipper received the grade No. 2. I don't know whether that is practical under the present conditions. Inspectors in most cases do that now, in their own mind. They say it is too dirty for No. 1, or No. 3—has too many rotten kernels, etc.—but I believe it would help if they could put out that certificate, as a separate factor.

I think that ends what I have to say, unless you want to ask some questions concerning these grades.

Pres. Jones: The whole subject is open for discussion on the part of you gentlemen.

Geo. B. Powell, Omaha, Neb.: Omaha is the largest city in the geographical center of the United States, and our market is known as a home market. We receive grain direct from the producer through the little country elevators. It goes direct to our market, and passes thru the commercial channels and across the ocean. Our members of the Grain Exchange have weighed the matter of these tentative grades very carefully in the interest of the producer and the country grain dealer, and our terminal markets. We have prepared a summary of what we think should be under discussion here as to this tentative grade question, and I thank, on behalf of the members of the Omaha Grain Exchange, the President and members of this meeting, for the opportunity of reading it:

OMAHA'S SUGGESTIONS.

We find the trade generally, and particularly the southern trade, willing to buy corn on percentages of moisture and damaged kernels, and as for what weather conditions may do to corn in transit, after the southern dealers have bought it, that is something they themselves will have to look out for. It is their risk.

It is not necessary so to increase the number of grades and to change the existing percentages as to make it impossible for the country grain buyer to receive the early and late arrivals of a new crop, varying from yields of early to late planted corn.

However, it probably would be necessary, if the six tentative grades were adopted, for the average country buyer to build additional cribs and to have bins sufficient to allot each of the grades to a separate bin.

Operators of country houses find so many varieties of a new crop arriving from producers cultivating high and low ground that their available storage capacity is soon exhausted. And, with the usual shortage of rolling stock equipment on every railroad during a rush period, it generally becomes necessary for them to use all of their capacity by storing grain of different grades together in one bin.

The corn which goes into the cribs on the farm is always the best the farmer has, and the grain which he sells first is the poorest he has. The burden of risk, then, is put upon the buyers at country points; and with corn of all sorts and conditions coming to them from every direction, their bins and cribs become full of corn—corn that has been bought at prices representing a very narrow range; and all because the number of grades at terminal markets was so limited and the discounts were so well understood.

The narrowing up of moisture per cents, the additional extra grades, and the taking from the present grades as well as the tentative grades of all impurities would force the first buyer down to a "sample" proposition in buying corn during the first movement of a crop, and always during the germinating period. It would be the only thing the first buyer could do to be safe.

If first buyers should fail to obtain equipment, their grain would under these conditions deteriorate in the crib or in bins at periods of the year; and it is under such conditions that "heat damaged" and "mahogany" corn develop. To exclude any per cent of "heat damaged" and "mahogany" from the six grades would be in effect to say that any lot of corn containing one kernel of that class of corn must be put in the "sample" class. Sample grain will be individual to the extent of a great variance in prices based on corn containing excessive per cent of moisture, hot or rotten corn, corn largely mixed with foreign matter or fire burnt, corn infested with live weevil, and heated or heating corn, as defined in Rule 6 of the general rules.

It is, therefore, clearly a detriment to the producer and grain dealer to allot corn containing only a small per cent of this class of corn to the "sample" grade, and it would be impossible to keep it in separate bins at terminal markets until it could be merchandised by sending individual samples to the ultimate consumer. This system of merchandising would cause untold losses to both producer and country grain dealer.

If the arm seeking to protect the consumer in reaching back through the terminal markets and country grain stations would impress upon the producer a lesson, it would seem possible to discipline them more intelligently and with less loss to the operators at country points and terminal markets by using the present grades of 1, 2, 3 and 4, and such modifications of



Nashville Sent a Strong Delegation.

percentages as may seem necessary to the whole public. The adoption of any number of grades by the department of agriculture will lead to strict enforcement of the rules establishing those grades.

It is suggested by this exchange that the words "heat damaged" and "mahogany" be stricken from the phraseology reading: "Maximum percentage of damaged corn exclusive of 'heat damaged' or 'mahogany' corn," and that a definite per cent of this class of corn be allowed in all of the grades except the 1 and 2 grades.

In Rule 1 of the general rules the grades 1 to 5 must be sweet. This should be modified.

The change in the condition of corn often occurs after an inspection of the grain in the car, and even with the tentative grade of 3, with 17.5 per cent of moisture, it is not impossible that it may become slightly sour. To have rules that allow reinspection to sample when the prompt handling of corn would save the grain, would involve a financial loss to every shipper. Sour and musty corn should be allowed in the 4, 5 and 6 grades.

The Omaha Grain Exchange asks that Rule 1 be changed to read: "The corn in grades 1 to 3 inclusive must be sweet."

Discounts.—Under present grades, corn which is slightly sour or musty and grading 4 would be discounted when applied on a 3 sale, but the discount would be small and always understood by both buyer and seller. Whereas, with the purity clause, who could forecast the discount when 4 corn is placed in the "sample" class? The discount would always be individual, but the market for "sample" grain would be according to the receipts of that class of corn, and would be made each day regardless of the value of 2 and 3 corn.

The association grade of "3" now generally used as the commercial grade of corn, with 19% moisture and 14% cob-rotten kernels, dirt and broken kernels, could be improved by reducing the cob-rotten corn to 6%, with 6% foreign material, including dirt, cob, broken or cracked corn, other grain, etc., making the total 12% in place of 14%.

The grade of No. 4 should carry a maximum of 21% moisture, and at least 10% damaged kernels, with 8% broken grain, dirt, etc.

If a new grade of No. 5 seems necessary, corn carrying over 21% and a maximum 23% of moisture, with maximum per cent of 16% for cob-rotten and 10% for broken grain, dirt, etc., would establish a grade to allot the best of the corn now grading "sample."

Corn with over 23% moisture, 16% and 10% of cob-rotten, broken grain, dirt, etc., would be well taken care of in the "sample" grade.

Separate Grades for Dried Corn.—It is usually necessary to screen kiln-dried corn before loading it through a spout; and with the stated percentages of cracked and broken corn given in the tentative grades, it would be impossible to load kiln-dried corn that would grade No. 1 and No. 2, or Possibly No. 3. To market kiln-dried corn as No. 4, No. 5 and No. 6 would be impossible, and a loss to elevator companies

that have installed the machinery which saves to the country a part of the wealth of the grain produced. It would seem only fair, therefore, to establish separate grades for kiln-dried corn, and to provide that the percentages of damaged corn and broken kernels be greater in kiln-dried corn than in natural corn; this class of corn to be merchandised only as kiln-dried corn and to be so branded.

F. F. Collins, Cincinnati, O.: Doesn't it appeal to you, by reason of the recently established grades, and the minutiae which we go through to find the cob-rot and the other questions pertinent to grades, that the time consumed would be greater than it is now, in large terminal markets?

Doctor Duvel: It will not be necessary to make all of these determinations on all of these grades. Any inspector looking at a sample will know at once that it meets the requirement so far as cob-rotten, dirt and damage. It will be but a small percentage on which he will be called upon to make the determination. I do not believe he will be called upon to make them except on certain grades.

A great many markets determine the moisture content of nearly everything. In that respect, they do more now than I anticipated they would do when this proposition first came up four or five years ago. But it seems to me that we should have definite limits, so that, in case of dispute, or in case they want to make determinations, every man will know exactly what basis he is working on.

Geo. W. Cole exhibited the chart which is reproduced herewith and explained a percentage method of giving due weight to the different factors in grading, as follows:

Percentage Grading System.

There is no question that this is a day of specialization. We are coming to a time when every question of the cost of living and the production of the world must be worked down to a fine point, and from a scientific standpoint.

In the first place it is not going to be such an awful hardship on the grain men and the farmers, or producers, if we should change to the tentative grades proposed by the department of agriculture. It simply means a little change in name. A rose by a different name would smell as sweet, and the worst question that we have is running up against custom. It is going to be hard to change the names of the commercial grades. There are very few bona fide country receivers who would relish going back to their home towns and telling their farmer friend, God bless him, that hereafter he will have to sell his corn on the basis of No. 4. While we know that No. 4 corn, or that 19½ per-

cent corn is 19½ percent corn, no matter whether it is called No. 4, No. 2 or No. 3, the farmer who has planted the corn in the same field for twenty years, because his father and grandfather did it before him, is going to make trouble. We poor middlemen are working all the time, spending our money and keeping our houses open, and our investments working, and what for? For the benefit of the farmer. He gets it all finally, thru competition, and we are here working for his benefit, but just the minute you try to go and tell the farmer that you are going to buy his No. 3 corn for No. 4, he is going to his friend, the railroad, take his car and ship it himself.

Now, the thing that we want, and the thing that we must have, is a system that the farmer, the country shipper, the jobber or receiver, and the consumer can get right straight down to "cases," if you will allow me to use a slang expression, and know when he is getting a certain grade of corn. That is something that I am trying to show you how it can be done, simply.

Of course, what we want is a rule that each can understand. The time is coming, not far distant, when the farmer is going to have a moisture tester on his farm; he is going to have a seed grader; he is going to have every facility for producing the most and the best that he possibly can out of those acres that he is cultivating.

In my opinion the tentative grades are arbitrary, and while we are fixing this thing let us fix it right. We have the greatest opportunity we have ever had. Don't let us start out and build something for the indefinite future on a rotten foundation.

I can show you by taking this chart of Dr. Duvel's here that we can take the No. 6 corn, two grades of No. 6 corn, and make No. 3 or No. 4 out of it, according to my chart.

I do not know just exactly how the department has arrived at its conclusions in making the seven different grades proposed; neither do I wish to discredit the methods or intentions of the learned men who have devoted seven years of testing and research to evolve them. I believe they have done wonderful work and have been earnest and sincere in their efforts. However, I believe they have overlooked a very important thing, and that is the arbitrariness of their proposed grades. This has always been the fault of the moisture test. I am a staunch friend of the moisture test, and, while I believe it is an absolute necessity in the grading of corn, I also do believe that it should not be the sole determining factor. The other conditions are taken into consideration when they are bad enough to lower the grade, despite the dryness of the corn, and credit should be given when they are better than the grade indicated by the moisture test. For this reason I claim that the tentative grades as proposed by the department of agriculture are arbitrary.

This chart shows a plan by which any corn of any combination or combinations of quality, including the moisture test, can be graded according to a positive rule. My plan is one that will enable any man of ordinary intelligence, if he is equipped



Part of the Memphis Delegation.

with a moisture tester and the proper sieves as recommended by the government, to inspect his corn and prove the inspection. The system is based upon the plan of school examination papers or the papers of the civil service examinations, if you prefer.

Referring to the chart, you will see that the upper line is 100%, which equals perfect grade. In the school examination 100% equals perfect grade. If you have ten questions, with perfect answers, you are given credit with 10% for each question, or a total of 100%, or a perfect grade. If your examination consists of two questions you would be allowed 50% of the total grade, and if both questions are answered correctly the total would be 100%, or a perfect grade. Therefore, if the moisture content of the corn is perfect or better than 14%, we allow 50% of the total grade. If the other conditions of the corn are perfect, or better than the No. 1 condition required in the government's proposed grades, we allow the other conditions of the corn 50% of the grade, the total would be 100%, perfect grade or perfect corn. Now, each grade of corn from No. 1 to No. 6 will be allowed its proportion in percentage of 50% of the total grade, as outlined in the first column of the chart. For instance, in column 2, opposite grade No. 1, to the left of No. 1 corn is allowed a maximum of 14.0% moisture, and in column No. 1 (still to the left), we find the figures 45-50%, which means that corn testing 14% moisture would be allowed 45% of the total grade of the corn. If it tests less than 14%—say 12% or less—it would be allowed 50% of the total grade of the corn. To illustrate further in the next line, opposite the No. 2 grade, we find that the corn is allowed a maximum moisture content of 15% to grade No. 2. In column 1 in the same line to the left we find the figures 40-45%. If the moisture content of the corn is 15.5% it would be allowed 40% of the total grade of the corn. If 14.0% moisture content it would be allowed 45%, and so on. In columns 1 and 2 will be found the relative values in percentage of the total grade as per the moisture content.

The figures in column 5 under the head of "Percentage or proportion credited according to other conditions" show the relative value of each grade as per "other conditions" shown on chart. To illustrate, corn containing a maximum percentage of damaged corn (which is 2%), maximum of foreign matter (which is 1%), and maximum percentage of badly broken (which is 2%), will be credited to the total grade as 45% of the total grade. If the corn contains less than the maximum percentage in the inspection it will be credited with 50% of the total grade.

To illustrate further: If the corn contains a maximum percentage of damaged corn, or 4%, foreign matter 1%, badly broken 3%, then 40% will be credited to the total grade as to other conditions, and so on. Opposite each grade in columns 5, 6, 7, 8, will be found the relative values in percentage of the total grade and the other conditions of the corn. In column 4, under the head of "Total percentage or proportion required for each grade," we find opposite grade No. 1 the figures 90-100%. Opposite No. 2 the figures 80-90%, and so on for the full six grades. This means that if we should have a moisture content of 14%, which is the maximum for No. 1, and 2% (column 6), 1% (column 7), and 2% (column 8) of other conditions, as indicated by the grade or maximum percentage allowed for the grade of No. 1, this grade would be represented by 90% of the total grade, for the reason that this figure is the total of the percentages allowed for the maximum for both "other conditions" and the "moisture content" of the corn. If the moisture content should be less than 14% and the other conditions should be less than the maximum figures given for No. 1, then the total percentage of this grade would be between 90% and 100%. This applies to grade No. 2 in a range of 80% to 90%, grade No. 3 in a range of 70% to 80%, and so on.

Application of Chart.—Suppose we had a carload of corn which tested 14% moisture. By referring to column No. 1, to the left of the chart, headed "Percentage or proportion of total grade," we would find that the total grade should receive a credit of 45% of the total grade on account of the 14% moisture. Now, if this car of corn should contain a maximum of 15% (column 6) of damaged grains, etc.; 5% (column 7) of foreign material, etc.; 7% (column 8) of badly broken, etc., by referring to the same line (line 6), under head of "Percentage or proportion credited to other conditions" (column 5), we find this would give 20% of the total grade. We refer you to the example (a) in the lower right-hand corner of the chart which gives the figures

as stated. Forty-five per cent equals No. 1 as to moisture content; 20% equals No. 6 corn as to "other conditions," making a total of 65%, which is No. 4 when combined. If you will refer to column 4, under head of "Total percentage or proportion required for each grade," opposite the grade No. 4, you will find that 65% is indicated as No. 4 corn.

If we could possibly have a car of corn testing 23% moisture, and other conditions perfect—that is, absolutely clean, etc.—according to the government proposed inspection it would have to equal or be inspected No. 6 corn. We total these figures or mix the two cars of corn together thoroughly, and the average would be 18.5% moisture, 7.5% maximum damaged corn, 2.5% maximum foreign matter, 3.5% badly broken, which, by referring to the

If we should have a car of corn which tests 16.5% moisture, according to our table this would be allowed 37.5% of the total grade. Then we find that this corn has 8% damaged corn, which, according to the figures in the upper corner opposite the 8% in the chart, column 6, under the head of "Maximum percentage of damaged corn," we find the figures 19% of the total grade. If this corn contains 2% of foreign matter, etc., we find in the upper corner of the square (column 7), under the head of "Maximum percentage of foreign material," 6% indicated of the total grade. If this corn contains 7% of badly broken grain, etc., under the last column (No. 8) of the chart, in the upper corner of the square, opposite figure 7, we find 5% indicated of the total grade. Now, if you will total these different percentages of

Chart of Cole's Percentage Grading System.

Col.1	Col.2	Col.3	Col.4	Col.5	Col.6	Col.7	Col.8
45-50	0 - 14.0	1	90-100	45-50	22 2	9 1	17 2
40-45	14.0-15.5	2	80-90	40-45	21 4	7 1	14 3
35-40	15.5-17.5	3	70-80	35-40	20 6	6 2	13 4
30-35	17.5-19.5	4	60-70	30-35	19 8	5 2	10 4
25-30	19.5-21.5	5	50-60	25-30	16 10	4 3	7 5
20-25	21.5-23.0	6	40-50	20-25	15 15	3 5	5 7
	Over 23.0	Sample			Any corn not meeting requirements of other grades.		

Col. 1.—Percentage or proportion of total grade according to moisture content.

Col. 2.—Maximum percentage of moisture content.

Col. 3.—Numerical grades white, yellow or mixed corn.

Col. 4.—Total percentage or proportion required for each grade.

Col. 5.—Percentage or proportion credited according to other conditions.

Col. 6.—Maximum percentage of damaged corn exclusive of heat damaged or mahogany corn.

Col. 7.—Maximum percentage of foreign material including dirt, cob, finely broken corn grain, etc.

Col. 8.—Maximum percentage of badly broken or cracked corn not including finely broken.

chart, would show you it would be No. 4 corn. Here we have an illustration of the arbitrariness of the proposed inspection in making two cars of No. 6 corn into two cars of No. 4 corn.

To further illustrate the elasticity of my plan, you will note the small figures in boxes in the upper corners of columns 6, 7, 8, under head of "other conditions." For instance, in the grade No. 1 line we have the figures 22, 9 and 17, the total of which is 48%, or a practical average of 45-50% of the total grade, which represents the proportion of "other conditions" of the corn, or the No. 1 inspection. You will note the small figures are opposite each of the grades, and if you will add them across the chart they are the average of the figures in column No. 5 under the head of "Percentage or proportion credited to other conditions," and you will see that these figures in the upper corners are the proportions of the total grade that each arbitrary condition represented.

the total grade you will find a total of 67.5%, which indicates a good grade of No. 4 corn. Although in this instance 16.5% is arbitrarily making it No. 3 corn, according to the government's proposed grades. A little experimenting will show you that by my proposed plan of inspection any conditions of the corn could be considered and inspected scientifically and positively. As you will perceive, this chart is not absolutely correct in percentage ratios, but that is a matter than can be easily corrected. The system is plainly shown.

We have a great opportunity before us, gentlemen. Let us not be too hasty. We will have to get down to a scientific standpoint and consider every angle. We want, if possible, a system in which there is no flaw; one that is equitable to the producer, the dealer and the consumer. My idea, as presented here, is crude, and I admit, radical. I expect to receive some severe criticism of my plan. One will be



Standing, Left to Right: E. C. Eikenberry, Camden, O.; C. M. Ashbaugh, Frankfort, Ind.; Chas. B. Riley, Indianapolis; J. W. McCord, Columbus, O. Seated: A. E. Reynolds, Crawfordsville, Ind.; Vice-pres. Lee G. Metcalf, Indianapolis, Ind.; E. Nathan, New Orleans, La.; S. W. Strong, Urbana, Ill.

that it is too complicated. But why? Is it any more complicated than the proposed grades? It eliminates guesswork, and you all know from sad experience what the different guesses against your guess have cost you. Instead of complicating, it simplifies, and gives every inspector a positive rule to fall back upon. Inspectors will become as adept in inspecting grain under this system as any other, and can inspect just as many cars a day and make just as many mistakes.

H. B. DORSEY, Ft. Worth, Tex.: This corn goes to Texas under the present system and it is spoiled in the cars. Lots of times, we cannot get it to the mills. It is spoiled before it gets there. The farmer buys the corn and stacks it up and borrows money from the bank, and in two or three weeks it is as black as the gentleman's hat. With even the grades proposed by Doctor Duvel and his Department, after his exhaustive investigation, and the earnest desire to fix a uniform grade by standard grades that will satisfy the whole country, and should be adopted.

You know this is a great country of ours, and I just want to tell you that I am representing the Texas Grain Dealers Ass'n in the capacity of Secretary. I am telling you what the grades are doing for us, and I do not believe that the grades proposed by Doctor Duvel are quite strict enough. We ought to have them a little closer. No. 1 ought to be No. 2 and thus all the way down. Some of these gentlemen suggest that we ought to have a No. 1 corn and a No. 1A, or something like that. We know the way they put it, but that is what it means—or No. 3 corn and standard No. 3 corn, or something like that. We don't want anything mixed up like that. We want it plain so that everybody will understand. I think that even 14% moisture for No. 2 corn is high enough; it ought to be even less than that.

Another reason, Doctor Duvel, we object to your proposition is that there is about one-third of this year's crop—a billion bushels or more—that is raised where you have not touched it at all—you have not described it. It is high class corn. You do not describe our corn south of about the 40th degree latitude.

Instead of raising your moisture, as these producers demand, we want to lower it. Let us raise our standards, gentlemen, and then live up to them. If you want to raise good men, raise the standard. That is the way to do it. We should have a No. 2 corn like a No. 2 wheat; standard grade that is a good commercial grade. If you cannot raise No. 2 or No. 3, then say: "We haven't got No. 3." Say that it is because you haven't got it; that is the proposition. Let us be honest for the whole country. I don't blame you for wanting to come back and say to the boys

that we fought as hard as we could for you, that we couldn't do anything for you. That is what you will finally have to come to say, so you may as well make up your mind. As a matter of compromise, I believe Texas would consent to the establishment of the grades proposed by Doctor Duvel, notwithstanding we think they are not quite strong enough. They are not for us, altho they may be strong enough for the fellow who lives away north.

JAS. L. KING, Philadelphia: I represent the Commercial Exchange of Philadelphia. I wish to say that we come from the opposite part of the country from that of our friend from Texas, and we have to give a little bit of a different idea in this matter than he exactly stated it, altho I want to say that we are here to co-operate with the Government in its efforts to bring about standardization, and, in doing this, we have taken their grades and we have made here what we think is a practical solution of it, based on the experience that we have had; we are here to give that experience to the Agricultural Department. We do not say that it is absolutely right, but it is our experience and it is the best that we can do. We think that the grades proposed are just a little bit safer on the moisture content. Now, you would expect to say because we receive this corn, but, on the other hand, we export it and, of course, we have to make a standard which will be practical. We feel that on moisture they are a little too severe while on the percentages, as worked out, we feel that they can be reduced to the sum, and we have made here a comparison.

I would say, in addition to this, what we are attempting to state is based on the experience given to us by our Chief Inspector from a series of months of the year, taken from the shipments made abroad during a stipulated period when we are shipping natural corn:

GRADING RECOMMENDED BY PHILADELPHIA COMMERCIAL EXCHANGE.

White, yellow or mixed.	A	B	C	D
No. 1.....	15	1	1	2
No. 2.....	16	3	1	2
No. 3.....	18½	5	2	4
No. 4.....	20	7	2	4
No. 5.....	22	9	2	5
No. 6 to be eliminated.				

A—Maximum percentage of moisture.

B—Maximum percentage of damaged corn exclusive of "heat damaged" or "mahogany" corn.

C—Maximum percentage of foreign material, including dirt, cob, finely broken corn, other grains, etc.

D—Maximum percentage of badly broken or "cracked" corn, not including finely broken.

Rule 1.—The grade of No. 1 to No. 4 inclusive must be sweet.

Rule 2.—No. 1 white corn shall be at least 99% white.

Rule 3.—No. 2, No. 3 and No. 4 white corn shall be at least 98% white.

Rule 4.—Yellow corn, all grades, shall be at least 95% yellow.

Rule 5.—Mixed corn, all grades, shall include corn of various colors not coming within the limits for color, as provided for under white or yellow corn.

Rule 6.—All corn that does not meet the requirements of either of the four numerical grades by reason of being sour, musty, excessive percentage of moisture, damaged

Artificially dried corn shall be so marked and carry the same grades at natural corn.

In this connection, I would like to say that if these standards are adopted, the export markets will have to have the commercial grade of No. 3 instead of No. 2 corn. In conferring with the exporters before I left home, there was some difference with them as to the classification of these grades. Expressing their sentiments, and the sentiments of the receiver, it is our judgment that these standards, if they are adopted as proposed by the Government, would be a little too severe, as I have stated, in the moisture; and for the domestic purposes would allow a little too much worthless material, and, for that reason, we have raised the moisture and lowered, in some instances, foreign matter.

We think there should be a provision made for kiln-dried corn in the germinating season. We buy nothing but kiln-dried corn, and under the rules of our Exchange the moisture content is so low in the germinating season that we recommend to the farmer that they buy kiln-dried corn.

F. F. COLLINS, Cincinnati: I was very glad to hear Dr. Duvel say that they established number five corn, and the question that it should be sweet, but recognize the fact that it would not keep very long. The Chamber of Commerce felt, for that reason, that they should not recommend number five corn, but determined to let number five go into the sample grade. We desire to present to you the following as a substitute for the rules formulated by the Agricultural Department.

GRADING RECOMMENDED BY CINCINNATI CHAMBER OF COMMERCE.

	A	B	C	D
No. 1.....	14%	2%	1%	2%
No. 2.....	16%	4%	1%	3%
No. 3.....	18%	6%	2%	4%
No. 4.....	20%	8%	3%	5%

A—Maximum percentage of moisture.

B—Maximum percentage of damaged corn exclusive of "heat damaged" or "mahogany" corn.

C—Maximum percentage of foreign material including dirt, cob, finely broken corn, other grains, etc.

D—Maximum percentage of badly broken or "cracked" corn, not including finely broken.

Rule 1.—The grade of No. 1 to No. 4 inclusive must be sweet.

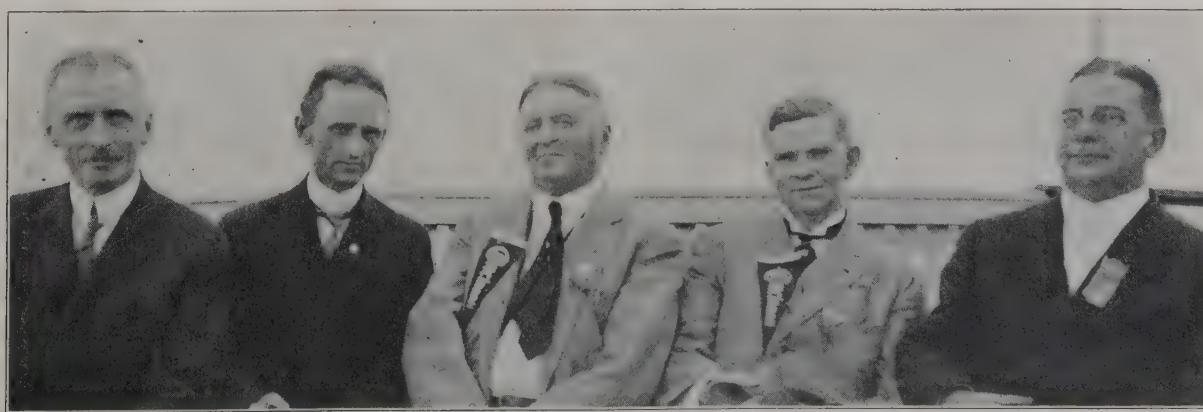
Rule 2.—No. 1 white corn shall be at least 99% white.

Rule 3.—No. 2, No. 3 and No. 4 white corn shall be at least 98% white.

Rule 4.—Yellow corn, all grades, shall be at least 95% yellow.

Rule 5.—Mixed corn, all grades, shall include corn of various colors not coming within the limits for color, as provided for under white or yellow corn.

Rule 6.—All corn that does not meet the requirements of either of the four numerical grades by reason of being sour, musty, excessive percentage of moisture, damaged



Jas. L. King, Philadelphia, Pa.; Pres. Chas. D. Jones, Nashville, Tenn.; E. P. Peck, Omaha, Neb.; J. W. McCord, Columbus, O.; A. F. Leonhardt, New Orleans, La.

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kernels, foreign matter, or badly broken corn, or corn that is hot, heat damaged, fire burnt, infested with live weevil, or otherwise of distinctly low quality, shall be classed as "Sample" grade, and the reasons for so grading shall be stated on the inspectors certificate of inspection.

The methods suggested by the U. S. Department of Agriculture (Bureau of Plant Industry) for screening and for moisture percentages, as provided for in the above specifications, shall be ascertained and conform to results obtained by them, as stated in their General Rules Nos. 8, 9, 10 and 11, said rules being concurred in by our Exchange.

A. F. LEONHARDT, New Orleans: Our market is satisfied with the grades tendered by the Agricultural Department. We think if you reduce the No. 2 numerical grade, you will have less dispute. We have a No. 5 corn established for the past two years, and since that time we have had fewer arguments than we ever had before. If you want four grades reduced, why not reduce it down to three?

H. H. BINGHAM read the resolutions presented in March, 1912, to the Sec'y of Agriculture favoring standardization and declared that Louisville would stand out alone if necessary to make good its word.

J. C. F. MERRILL, Chicago: It is a well settled economic truth that the commerce of a nation in any commodity centers in that grade or quality which is most abundant and which fairly well meets the requirements of commerce, and this applies itself to corn as well as to any other commodity, and, perhaps, more forcefully than to some. Conditions in our country regarding corn have been changing very rapidly and steadily for the past 15 or 16 years. In 1894 we produced twelve hundred millions of corn, and in 1895 we produced sixteen hundred millions of corn, an average of fourteen hundred millions for the two years as against thirty-one hundred millions last year, last year being more than twice what we formerly produced. What we produced then so fully answered all of the requirements—domestic and foreign—that the surplus became so burdensome that it sold down in September for contract corn, much of it two years old, all of it thoroly cured—mark you, in September, it was 17; it sold down to 19½ and 19¾ cents, that being the range of the market that day; and the range of the October future was 19¾ at 20 cents.

Under those conditions, there were no questions about moisture content in corn. The cribbers of that corn (and there were a couple of hundred millions of it in cribs) hedged in the Chicago market and tributary to the market, had refused to buy it until it was safe to crib, and then they put it under good roofs and they took good care of it. But, as our population has increased, and our consumption has increased faster than our production, our export has fallen—take all of the grain manufactured and cured—from 49.68% to 10%, and we are now exporting our corn only about 3 or 4 per cent. So, the change has come, coming along from that condition when we had an over supply of dry corn, we have found during the last five years that change has brot us to the condition where no old corn of any consequence whatever is on hand on December 1. That is true particularly of the Chicago market, to, my personal knowledge, and I believe it is true—in fact. I know it to be—of other markets.

So we are confronted with a condition which has presented itself of late years, and the conditions are becoming a little more acute each year, and it would seem that it has been borne about as long as it can be and that irresistible, invisible force necessity has compelled something to be

done, and the Agricultural Department, thru its Buro of Plant Industry, and its Chief, Dr. Duvel, has been addressing itself most assiduously to reducing this trouble, if it can be reduced.

We have brot ourselves, then, to the position where commerce in new corn from the late fall or early winter months is of necessity the only commerce in corn possible to the country, because it has not had time to dry out and because the farmers do not let it stand on the stalk in the field until after Thanksgiving Day, in December, and even past New Years, but instead pick it, husk it, crib it, and get it all cleaned up by Thanksgiving.

You have vastly different conditions, and those are the conditions that we must remember we have to deal with. Now, commerce can satisfy itself, and those of you who want to buy a given quality of corn will never have any difficulty in buying that quality if you want to pay the price. My friend from Texas, or my friends here in New Orleans, who want 14% corn will have no trouble whatever in buying it if they are willing to pay the price of 14% corn; and if any man thinks that he is going to legislate quality into corn and thereby thru legislation get 14% or any other per cent. of dry corn without paying for it, he is mistaken in his mental processes. The common desire—it is innate in every human heart to get something a little better than your neighbor has at a little less price so you can compete with him successfully. In every neighborhood you will find some man who will buy the cheapest thing that will answer his purpose and at the same time assume risk that is not perhaps warranted by good commerce and practice, and we found that to be true with our foreign trade; we have been advised that they can buy dry corn, but they are still buying the cheapest corn they can and take a chance on it arriving safe. So that extends to our country.

The trade centering in the central middle west, Chicago and its nearby sister markets, have talked about this matter a good deal; they have come to a conclusion, and when this body shall have resolved itself into the Grain Dealers Convention again, it will present a resolution, and I don't know that I shall do anybody any violence in any way, and I think that I shall extend to Doctor Duvel a courtesy if I make known now what the proposition will be, and, in making it known, I want to say to you that it represents a highly important territory with reference to production, and in that production I want to remind you that if Doctor Duvel were to go to the farmer and tell him, or tell them that he was going to fix it so that their No. 3 corn would be graded No. 2 corn I am sure, Doctor Duvel, that they all would hail you as their greatest friend, and would reverently say, "God bless you."

To the contrary, and by the same logical analysis, Doctor, if you were to go to them and tell them that you are going to reduce that grade in which 45% of our receipts at Chicago, from the early months, and perhaps thruout the entire country in classifying No. 3 corn to No. 4 corn, I am very sure that they would not say, "Doctor Duvel, God bless you," but they would say, "Doctor Duvel, we will not bless you," and they might say it in a little more forceful term. (Laughter.)

Changing our grade so our No. 3 will become No. 4 corn, and thereby our commercial grade during the early part of the year will be No. 4 corn, and we shall have the same corn, and the same quality, but

have another name. We have a cure, at least I hope, for that, and I am going to read to you the resolution which I hope I will have the opportunity to offer in a formal way—it is offered to you now informally. [Mr. Merrill read the resolution proposing an intermediate grade of Standard corn, which was adopted the following day.] With respect to the mahogany corn, you all know that it is excluded from our rules now, but it is from a practical and reasonable standpoint not rigidly enforced, and there is a vast difference between a technical laboratory analysis, a statement, and a reasonable one. If we are to adopt the doctrine of reasonableness read into contracts by a late decision of the Supreme Court, or into the construction of any set rule which is of wide importance and application, it is only fair that we should reside in that domain rather than in the one of technicality, and I do not believe it is unfair to expect to leave with the inspectors of the country the reasonable application of the rules, even tho we do eliminate mahogany corn from the lower three grades. It is excluded from those above it.

H. B. DORSEY: I stated a while ago that I objected to the standard established by Doctor Duvel, but the Washington conference had escaped my mind, and I want to state now, Doctor Duvel, that I want to withdraw those objections, because we in Texas believe in doing what we say—we will do it if it takes all the skin off.

C. H. FELTMAN, Peoria, Ill.: The Peoria Board of Trade, as evidence of its good faith with the Secretary of Agriculture at the meeting in Washington, immediately on my return to Peoria, instituted the system of giving every sample of corn a moisture test and grading it according to the moisture contained.

F. G. CROWELL, Kansas City, Mo.: It may be true, as Mr. Merrill says, that you can go to the markets of this country and get the kind of corn that you pay for, but I want to say that the records prepared by Doctor Duvel here today show that when you buy No. 2 corn, you don't get it. That don't apply any more to one market than the other. We have our grades and standards, but we deliver to the consumers that which they do not buy. There has never been a call for Federal legislation upon any economic question except it was due to abuses. It resulted in the establishment of the Interstate Commerce Commission; it resulted in the establishment of meat inspection.

G. A. AYLSWORTH, Kansas City, Mo.: I think that Doctor Duvel will bear me out and Mr. Marsh, who is his representative in Kansas City, will also bear me out that we in establishing an inspection department in Kansas City, have worked as closely as we possibly could with the Department of Agriculture, and that we are working along the lines of bringing about standardization and uniform rules. As long as you have different departments, some under the State, some under the Board of Trade, and some under this and that and what not, so long you will have differences in grade; you will have some following one idea, and some another, and the result will be chaos in your grades, and in the same sort of dispute every time you come together for these annual meetings.

J. H. COFER, Norfolk, Va.: We think that Dr. Duvel's percentages of moisture are correct; but I am willing to go further, that by way of compromise we are willing to concede 15% in No. 2

corn and 18% in No. 3 corn, and that is what we asked for last year in the Norfolk convention. We did this, however, by way of compromise. We feel that the percentage of cob rotten and dirt are too great. We believe it is better to get less dirt than cob rotten. We believe a higher per cent of moisture and less dirt and cob rot is a corn far safer to handle.

The fourth column in the Government grades should be entirely eliminated or should be applicable to kiln-dried corn only. Now, our reasons for that is this, we don't believe that No. 2 with 16% or No. 3 corn, with 18%, will ever break to any extent in actual handling. Therefore it leaves a wide gate there for putting something in which might come from kiln-dried corn by reason of handling it.

The truth is, we don't get what we buy. Now, in the No. 4 grade, we think that should be 20% as against 19½%. The No. 3 grade should be 18%. The third column is all right.

BERT A. BOYD, Indianapolis, Ind.: Our Board's principal objection to these grades is the changing of the commercial grading of corn from No. 3 to that of No. 4. Our Board approves of all the grades suggested, with the exception of the grades numbered 2, 3 and 4. Following the chart, as you see it, our Board proposes No. 2 corn 16.5; No. 3 corn 18.5; No. 4 corn 20.5.

L. W. FORBELL, New York: Under the grading system of the New York market, we have never adopted the moisture test. In our business, it has not been necessary to do so. The export business in corn is practically 95% or more of our entire corn business, and the certificate of the New York Produce Exchange, Inspection Department, goes all over the world. In only one instance has the Produce Exchange adopted a moisture test, and that was in the case of dried corn.

J. W. McCORD, Columbus, O.: I represent the Ohio Grain Dealers Ass'n, and Columbus Chamber of Commerce. We will send a brief to Washington. The Ohio Grain Dealers Ass'n will consider this matter at its business meeting Oct. 31. It may safely be said we will adopt something on the order Mr. Merrill has proposed.

CHAS. B. RILEY, Indianapolis: The position taken by the Indiana Grain

Dealers Ass'n is represented in the position taken by Mr. Merrill.

F. E. POND, Buffalo, N. Y.: Our Exchange favors standardization, and I indorse the resolution produced by Mr. Merrill.

H. W. DANFORTH, Illinois: I was sent here by the farmers' elevator interests in the United States to learn what I could to report at a meeting at Des Moines, Ia., Oct. 21. We want a uniform method of grading, and to have it on a definite basis, so that there will be no question as to what the grade is, absolute definite grades.

E. T. CUSTENBORDER: I take pleasure in indorsing Mr. Merrill's resolution.

DR. DUVEL: I did not mean to insinuate that the inspectors, or the members of this convention were robbers; I have

the highest regard for these men, for their integrity, and for their ability to inspect grain.

If the trade feels they want a small percentage of damaged corn in some of the grades, or especially in some of the lower grades, I would be willing to make that recommendation to the Secretary. I would, however, do that only on condition that the limit be definitely fixed. There is a great deal of artificially dried corn. We believe in it. Now, if heat-damaged corn is allowed in the lower grades and not in the higher grades, it means that that corn cannot be dried, or cannot be cleaned for a higher grade, and that is the reason why we admit it.

A rising vote of thanks was extended to Dr. Duvet.

Adjourned at 6:30 p. m. to 9:30 a. m., Thursday.

THURSDAY MORNING'S SESSION.

The Thursday morning session began with the reading of a paper on "The Uniform B/L," by C. A. Magnuson, of Minneapolis, Minn., from which we take the following:

Plea for a Uniform B/L.

I trust you may see your way clear to instruct the Legislative Com'ite to use all legitimate and proper means toward the enactment of an act that shall define a B/L in terms that shall safeguard the shipper or consignor, and also the banker and consignee, and shall do that in language not liable to misinterpretations, and eliminating technicalities that lead to evasions and litigations between parties in interest, and that shall particularly safeguard the public against some word or words being introduced into a B/L or tariff that, being filed by the carrier, could be construed or misconstrued into a contract by reason of its being on or in the B/L or the tariff, or both. I believe that the bill now before the U. S. Senate, introduced by Senator Pomerene of Ohio, Senate File No. 1654, should be endorsed by this convention, with the following eliminations and qualifications; please refer to copy of bill:

All of Section 10, on page 4, from line 8 to 15, to be stricken out entirely. Section 10 to read as follows:

"That except as otherwise provided in this act, where a consignor receives a bill and makes no objections to its terms or conditions at the time he receives it, neither the consignor nor any person who accepts delivery of the goods, nor any person who seeks to enforce any provision of

the bill, shall be allowed to deny that he is bound by such terms and conditions so far as they are not contrary to law or public policy."

Preserve Common Law Rights of Shipper.—If it is left in its present form, which would permit the carrier to plead a contract without restraint, with the consignor, what protection has the consignee or the banker? The consignor must sign a contract in order that he may have the goods transported, and that contract is dictated by the carrier, and consequently in its favor, and it is practically signed by the consignor under duress (which alone should make it void). Certainly that being true, it should be void so far as the contract itself, relieving the carrier of its legal or common law liability, and the legal or common law rights of the shipper or consignor should be preserved, which, if it were, would in turn preserve the legal common law rights of consignee, banker or other holder of a bill. Objections to the contract at time of the issuance of the bill of lading would be of no avail, because he is obligated to waive his objections by signing the shipping bill or B/L contract in order that his goods may be accepted by the carrier for shipment. A carrier is by the very nature of its position a monopoly except at junction points, and even there is a practical monopoly, and therefore should be barred from evading liability by any such subterfuge or coercion. In cases of litigation the small shipper is the one who loses, because litigation is expensive and the carriers have their legal departments. For instance, every B/L now has incorporated on its face the following clause:

"That every service to be performed hereunder shall be subject to all the condi-



The Chief Grain Inspectors Ass'n at New Orleans, La.

tions, whether printed or written, herein contained (including conditions on back hereof), and which are agreed to by the shipper and accepted for himself and his assigns."

How can the shipper protect himself against such an abominable contract as that, where the handle is all on one side of the jug and the carrier has a vise-like grip on it?

Then, on the back of the bills, the following is printed: "The amount of loss or damage for which any carrier is liable shall be computed on the basis of the value of the property (being the bona fide invoice price, if any, to the consignee, including the freight charges, if prepaid) at the place and time of shipment, under this B/L, unless a lower value has been represented in writing by the shipper or has been agreed upon, or is determined by the classification or tariffs upon which the rate is based, in any of which events such lower value shall be the maximum amount to govern such compensation, whether or not such loss or damage occurs from negligence."

Settlement on Value at Origin Unjust.—Now let us see where there is one scintilla of disposition to protect the consignor, consignee or banker in the above. It is purely and simply a grab-it-and-keep-it proposition from the carrier's standpoint, and wholly selfish. Take a case in point: Suppose one of your Southern planters or cotton merchants ships a carload of cotton to New Orleans on Jan. 2, when cotton, we will say, was worth 10 cents per pound in New Orleans. He sells that cotton to arrive by Jan. 20. On Jan. 18, after close of Exchange, he is notified by the carrier that the car of cotton has gone into the Mississippi River; he must fill his contract on Jan. 20. The only way he can fill it is to buy it on the market of Jan. 19, but cotton has gone up in the meantime, so that he has to pay 15 cents per pound, and consequently he is damaged 15 cents per pound, but the carrier says "Our bill of lading says the price on Jan. 2 governs, and the I. C. C. says that is good law; the courts have sustained it, and while we cannot give you your cotton, we will pay you 10 cents per pound, less freight to New Orleans," making a loss of 5 cents per pound to shipper. Now suppose the man could buy that cotton in for 5 cents per pound on January 19, unless he was familiar with the closely printed back of a B/L what would be the most natural thing for him to do—bill on the carrier for amount of damages sustained, which would be 5¢ a pound, which the carrier would undoubtedly pay, and get a receipted bill at half cost? It works exactly the same in relation to grain and seeds in the North. Further, claim for loss or damage or delay must be made in writing to the carrier at the point of delivery or the point of origin within four months after delivery of the property, etc. Ordinarily an individual or a corporation outside of a carrier cannot prescribe for themselves a statute of limitations. A legitimate claim should not expire in four months as against a carrier, as long as against all others it would take a period eighteen times as long.

After elimination of Section 10, then strike out of Section 15 on page 7 all of line one, and the words "Nine and" in line 2, "That except as provided in Section 29 and."

Also all of Section 29 on page 12: "That after goods have been lawfully sold to satisfy a carrier's lien, or because they have not been claimed, or because they are perishable and hazardous, the carrier shall not thereafter be liable for failure to deliver the goods themselves to consignee or owner of the goods, or to a holder of the bill given for the goods when they were shipped, even if such bill be an order bill."

Reason for striking out Section 29.—Too indefinite; does not provide for notice, and would enable carrier to becloud the issue

when through its own negligence goods had become damaged.

Strike out in Section 28, on page 12, part of lines 3 and 4: "And the contract between the consignor and the carrier."

Strike out of Section 24, from line 6; "Or written request of such shipper, and."

Also from parts of lines 9 and 10: "Within a reasonable time after such written request" No written request should be compulsory in each case, or on each shipment. The carrier should ascertain what it receives for, the same as an individual or other corporation, or be made to state differently on Bs/L.

Section 24, on page 10, should be made to read, after eliminations noted above: "That when goods are loaded by a shipper, at a place where a carrier maintains an agency, such carrier shall, when given a reasonable opportunity by the shipper so to do, count the packages of goods, if package freight, and ascertain the kind and quantity, if bulk freight, and such carrier shall not, in such cases, insert in the B/L "Shipper's load and count," or other words of like import, indicating that the goods were loaded by the shipper and the description of them made by him. If so inserted, contrary to the provisions of this section, said words shall be treated as null and void."

Now, then, if we find it impossible to strike out Section 10, then substitute for the last lines, which read "Are not contrary to law or public policy" the following: "do not limit, minimize or eliminate the carrier's common law liability."

If that fails, then be it resolved by this convention that a new section be added to the act known as Senate File 1654, at the end thereof, to read as follows: "No line or section, paragraph or sentence herein contained shall be interpreted or construed in any manner to limit, minimize or eliminate the carrier's common law liability; nor does it extend or give authority to any carrier to insert into or onto either the front or the back of any B/L issued under this act any printed or written matter that would or might in or to any extent whatever limit, minimize or eliminate the common law liability of the carrier."

"Nor does it authorize the carrier to make any insertion into or onto any of its tariffs any printed or written matter that would or might in or to any extent whatever limit, minimize or eliminate the common law liability of the carrier."

"The object of this section being to prohibit any printed or written matter on or in any portion of a B/L or a tariff upon which a plea of contract could be made with any shipper, that would or could in anywise limit, minimize or eliminate the carrier's common law liability."

We all believe that a uniform B/L is essential, and that one will eventually be evolved. Why not, then, have one without technicalities—one that will say what it means and mean what it says, and thereby save both the carrier and the shipper, the consignee and the banker, useless litigation which is always fostered by ambiguous language? I understand it has been claimed that the above section cannot be carried in the B/L because it takes away from the Interstate Commerce Commission the right to prescribe the forms of Bs/L, but I beg to differ with those who make that claim, because the section would only prescribe what cannot go into the B/L or a tariff; the language is the same as that contained in the Pomerene bill itself, as now drafted, reference No. 1, beginning on page 2 in Section 6, last part of line 25, as follows: "That nothing contained in this section shall be interpreted or construed," etc.

Also on page 3, in Section 6, beginning on line 17, "that nothing contained in this section shall," etc., and lines 19 and 20, "be interpreted or construed so as to require," etc.

Also on page 17, Section 43, line 8, "Nothing in this section shall limit the rights and remedies," etc.

Therefore it would seem that there would be nothing new in relation to this act to say that the construction of the act itself could not be defined within itself as to its prohibitions.

I move that this paper be referred to the Legislative Com'ite. *Carried.*

Mr. Magnuson: I don't see, and I believe the Legislative Committee feels as I do about it, if this present proposed B/L goes thru, with section 10 as it is now, that we are going to be any better off with a uniform B/L, as far as the legitimate practical shipping business is concerned, than we are at the present time. That section 10 is an abominable thing. I don't

know who put it in. It is going to leave us just where we are, if it remains in.

E. Wilkinson: I move that our Legislative Com'ite be sent to Washington free of instructions. *Carried.*

Mr. Danforth: I think our Farmers Ass'n will be represented at Washington on the 29th and 30th, and if this Ass'n will give us what information they have, so that we can go over it, we will be very glad to offer any assistance that we can. You understand, we are not equipped, possibly, as well as you people—haven't been in this as long as you have—but if there is anything in the force of numbers, or the influence that we can exercise with the Interstate Commerce Commission, to help you put it thru, we will be very glad to be there. If you will give us the information, we will take it up.

Pres. Jones: On the part of the Ass'n, and on the part of the Legislative Com'ite, I thank Mr. Danforth very much for his kind offer, and I know that Mr. Reynolds will be very glad to see you all in Washington.

The Sec'y presented his financial report, from which we take the following:

Financial Statement for Convention Year 1912-1913.

Cash in bank and on hand last report.	\$4,270.24
Receipts.	21,766.99
Total.	\$26,307.23
Total disbursements.	\$22,956.37
Balance in bank and on hand.	3,350.86
Total.	\$26,307.23
Cash—	
In bank.	\$3,839.34
Currency on hand.	27.00
Checks on hand.	255.82
Petty cash account.	100.00
Total.	\$4,222.16
Checks not in.	871.30
	\$3,350.86

Membership.
Reported at sixteenth annual meeting. 729
Enrolled. 181

Total. 910
Transferred, out of business, resigned 77

Net direct. 833
Affiliated reported sixteenth annual meeting. 1,256
Enrolled. 411

Total affiliated. 1,667
Total membership. 2,500
I will save you the crucifixion you would suffer by what I might have to say upon other phases of Ass'n work.

W. S. WASHER, Atchison, Kan., made the report of the Boosters Com'ite, from which we take the following:



R. A. Schuster, Ed. Andrew, W. J. Burns,
Chicago.

Pres. Chas. D. Jones, Nashville, Tenn.

Booster Com'ite Report.

It is a matter of deep regret to me that the Chairman of the Com'ite cannot show the highest batting average of the good fellows who have been working so consistently for the good of this Ass'n, but it is a matter of extreme pleasure to report that our worthy President, with all the excellent efforts that he has used in behalf of this organization, is able to be the champion of the organization, at the head of the list. Mr. Charles D. Jones of Nashville reports twenty-four new members, and the other members report as follows:

Wilton Sturges, Meridian, Miss.	11
A. F. Leonhardt, New Orleans, La.	11
Mr. F. E. Watkins, Cleveland, O.	10
T. A. Morrison, Kokomo, Ind.	8
W. F. McCullough, Wichita, Kan.	6
J. H. Cofer, Norfolk, Va.	11
W. S. Washer, Atchison, Kan.	6
J. L. Suttle, Mobile, Ala.	5
M. D. Benzaquin, Boston, Mass.	5
W. E. Ward, Des Moines, Iowa	4
L. W. Forbell, New York City	5
Wade Wood, Birmingham, Ala.	3
W. R. McQuillan, Cincinnati, O.	3
D. C. Kolp, Oklahoma City, Okla.	3
E. T. Custerborder, Sidney, O.	3
R. A. Schuster, Chicago, Ill.	3
F. F. Collins, Cincinnati, O.	2
J. A. A. Geidel, Pittsburgh, Pa.	2
Geo. Parker, Jacksonville, Fla.	2
J. T. Gibbons, Jr., New Orleans, La.	2
J. S. Waterman, New Orleans, La.	2
F. J. Darragh, Little Rock, Ark.	2
W. E. Mereness, Jr., Milwaukee, Wis.	2

Even if we had not accumulated a single member, the sprit de corps that has been created by this boosting campaign has been worth much to this Ass'n, and we should keep it up. Every man here present should make himself an apostolic delegate of one to get more members for the ensuing year, and I hope that you will all appreciate that spirit and will join in with us, and make the Ass'n larger and better, if possible.

PRES. JONES: I will have to state that the Chairman of that Com'ite, who has just made a report, has not been given all the information that he should have had, because last night the directors met, and they met night before, and passed on eight or ten new members, I don't know how many—a great many of them—most of those names being turned in by Mr. Leonhardt. That, under the circumstances, makes Mr. Leonhardt the winner of the little prize that I offered at the beginning of my administration, for that booster who succeeded in getting the greatest number of new members for us.

PRES. JONES: I am delighted to report an application for membership for the consideration of the Convention, of a member that we are all, I particularly, most anxious to secure, the firm of the Dazey-Moore Grain Co. of Fort Worth, Tex., Mr. Moore being President of the

Texas Grain Dealers Ass'n, which should be affiliated with this one.

E. C. EIKENBERRY: I move that the Booster Com'ite report be approved and made part of the record. *Carried.*

S. W. STRONG, Urbana, Ill., sec'y of the Illinois Grain Dealers Ass'n, read a paper on "The Real Relation Between the Shipper and the Carrier," from which we take the following:

REAL RELATION OF SHIPPER and Carrier.

That these two great parties in the society of business are composed of earnest, honest, conscientious individuals none will deny. That each individual intends to promptly and with fidelity discharge every obligation required of him in the line of his duty, be he shipper or carrier, I think all will concede; and if this be true, why do we hear so much of the failure of the one and the deficiency of the other?

Is it possible that there is an unseen relation, which is the true, real connection. Opinion, sentiment, estimation have much to do in all the relations of life. The real feeling of one toward the other will have vastly greater weight and influence in the affairs of every day than any express estimate; and if there does exist a sentiment, however guarded or concealed, of distrust or doubt or suspicion between the shipper and the carrier, no greater work can be performed for the general good than that such feelings shud be removed, and a confidence, dependence and faith be substituted thereto.

The interests of the grain shipper demand prompt, careful and safe handling at the lowest possible cost commensurate with the profitable conduct of the business of the carrier, for a shipment carried at a loss reflects an extra charge upon a succeeding shipment to make good; and the shipper who desires his goods transported at a loss is not a friend to the general community, who can only subsist where all transactions are profitably performed.

Also the carrier who negligently serves, ruins not only itself but the public. Too many railroads have been bankrupted and occasioned great losses to stockholders for this statement to be denied.

The carrier has certain inherent rights which shud not be gainsaid or curtailed, as the right to so conduct the road's business as will look to its interest, present and future, and it is this providing for the future of the road which the shipper too often takes too little into account. Much is said about a reasonable return to the carrier for service. What constitutes a reasonable return? Such a rate as will care for the road's present necessities, and will also provide for the up-keep, paying a proper dividend, after caring for the ordinary running expenses.

Is there not a disregard oftentimes, by the carrier, of the well defined rights of the shippers, entered into, with a full knowledge, and well knowing that the same will be opposed by the shipper, but with the intent to push it thru, if possible,

by every effort of a concrete organization over individuals, without notice, and disregardful of all friendly relations? Do the carriers ever consult the shippers regarding any of the regulations which they put into effect, and which oftentimes are nearly ruinous to the interest of those who must perform use the road?

Secrecy of Carriers.—Rather is it not the universal rule of the carriers' representatives to meet secretly and without notice to shippers, concoct such rules as they may be able to agree upon for their own advantage, not considering the effect upon the shipper; and guarding the proposed rule carefully, let none know about it until it is put out by the publishing agent, with effective date, under circular number.

If the shipper does not like the rule and attempts to find out who is responsible for the same he meets with every effort of how not to let him have any information. The rule may be in direct conflict with laws of long standing, and the carrier enforces the rule where it can; passes over the big shipper, the fellow who will fight, and assesses the illegality upon the small shipper on the right of way who fears to oppose any rule of a railroad. Such tactics are well known and have been indulged in for many years; but the day of special privilege, midnight tariffs and rules made secretly are gone by, for the reason that the shippers have organized ass'n's, employed attorneys, established funds for mutual protection and benefit, which are more powerful than the big shipper, and can oppose the unrighteous rule as vigorously as any natural fighter; and yet today so firmly have the old methods been grafted upon the carriers that they still attempt to enforce secretly made rules.

On the other hand, does the shipper of today take information coming from a carrier in any other way than that it is a subject to be investigated and well considered before being conceded?

There has been much legislation in all the years past looking to the regulation of the carriers, requiring them to so adjust rate service as will put all shippers upon the same equitable footing. Why was such procedure necessary? Shud not every carrier in all fairness use all patrons alike? They shud, and we believe that the time is coming when the spirit of co-operation will obtain to such an extent as will bring together these two vast interests in a much closer and friendlier relation. Organizations of shippers have brot an influence and power equal if not paramount to that of the carrier, for the shipper has to do with the making of laws governing the activities of the carrier, and has the ability to make or mar thru his influence upon legislation the results of the railroad as well as other utilities.

The effort of everyone in the business of these two great divisions of society shud be to create a better relation each and every day, by beginning in the small things wherein both are so intimately concerned.

The shipper of grain from a country elevator station can do much to assist the agent of the carrier and expedite the movement of his grain to the market.



After the convention had adjourned, Pres. C. D. Jones called at the Board of Trade and thanked the Officers and Members for the continuous entertainment tendered visiting Dealers.

The GRAIN DEALERS JOURNAL.

There shud be at all times the utmost openness in their business transactions. There shud be no wariness, no design to mislead; but on the other hand that open and above-board dealing which is so necessary to have business done successfully, expeditiously and safely in the ordering of cars for loading; in the carefulness of cooperating; having accurate scales to determine the amount of grain loaded; the billing at actually the load; all these small items together make up the sum total of the day's doings every day in the week, month and year; and by doing all these things with real fairness of heart and spirit the shipper will win for himself the confidence and esteem of the carrier officials.

The carrier for itself can do much to assist the shipper, or can defeat, while seemingly not doing wrong, all efforts of the shipper for successful business. The carrier has its business in its own hands. Can and does control it. Can furnish the shipper with what is necessary to his business. Shud discharge its duties promptly and fairly, and not wait to be compelled by order of court or commission.

Rule of carriers by commissions has done a vast deal to bring about a better relation between these two great bodies of men; those who conduct the railroads and those who do the shipping of grain; and for the future we hope with a high feeling, for the good that will come to both parties, by a discussion before these informal tribunals of all things which have a bearing on the case, tho but remotely are taken into account, and weighed for what they are worth, and applied to the subject in hand. Often it is, that something almost irrelevant presents to the mind a view which illuminates the subject, so that the true intent is observed.

That manager errs sadly who loudly proclaims with regard to fairness, and adopts unnecessarily stringent regulations, when claims are presented against the company; and that shipper makes a wrong move, who attempts to get something for nothing from the railroad. Unfairness never yet advanced any proposition; only by truth, by right, by faithfulness can any, or ought any one hope to succeed.

On several occasions, of late, shippers and carriers have met for the discussion of their mutual interests, and there are many who believe, that thru such meetings and discussions, will eventually come the real solution of the many questions with which both have to deal.

Legislation is a public function, and every one can have full knowledge of all the many phases of what is being done, and by the discussions of legislators, learn why the need and reason for acts of Assembly; but rules made by carriers, issued, made effective, without notice to patrons, are ever irksome and cause irritation. Why shud not carriers in the making of rules consult shippers, especially where organized, and with officers competent to decide intelligently questions affecting the interests of the shipping public, to the end that fairness to all concerned be reached, rather, than that an advantage be secured by secret achievement.

Government by Commission will bring both these large parties into closer relation, and each shud welcome the opportunity to confer with the other, rather than stand apart until forced into action by order of Commission. That man who does not use his influence to the settling fairly all questions which arise between contending parties misses the opportunity to do an act beneficial to society for all time.

There are not lacking signs, which foretell of the coming of a different relation, and there are well informed persons who are ready even now, to talk of the time, when federated shippers, and associated carriers, will meet in a parliament where the ruling spirit seen and unseen will be one of faith, perfect trust and confidence, and where the results of conference and discussion of mutual interests will bring a new rule into their relations, one of fair dealing to all and for all.

A vote of thanks was given Mr. Strong for his able paper.

PRES. JONES called A. F. Leonhardt to the rostrum and presented him with the booster prize, a diamond scarf pin.

Pres. Jones announced an invitation to homeward bound grain dealers to a luncheon at Mobile, Ala., Friday noon, tendered by the Mobile Chamber of Commerce.

H. S. GRIMES, chairman of the Resolutions Com'ite, read resolutions thanking the speakers, Pres. Jones, the hotel

management, the ladies of New Orleans for their hospitality, the New Orleans press, the managers of the information buro, the trade journals, the ass'n com'ites, citizens of New Orleans, officers of the Ladies' Auxiliary, opposing the slaughtering of calves and favoring the passage by Congress of the Ransdell-Humphreys bill for Mississippi River levee improvement, all of which were adopted.

H. S. GRIMES: Now that the preliminary resolutions, those that tickle but don't do any harm, have been read, we come to the two resolutions that are the most important.

MR. GRIMES read a lengthy resolution favoring the federal supervision of the inspection of grain, recommending the establishment of a supervision buro, the creation of the office of supervisor in cities handling over 7,000,000 bus., the division of the country into supervision districts and the extension of the system. This resolution failed to pass on account of virtually establishing federal inspection by making the federal supervisor the authority to whom to appeal in each market; and a substitute was prepared, read later and adopted.

A. E. REYNOLDS: This resolution is crude. It is presumptive to tell the government how to establish supervision. I am opposed to federal inspection.

JAS. L. KING: I wish Mr. Reynolds would withdraw that resolution if he is against federal inspection, for that is all that it means.

A. BRANDEIS: A standard inspection has got to have the approval of the highest authority in the land, the inspection certificate has got to bear an endorsement of that kind. There has got to be some final appeal.

F. F. COLLINS: As I read this resolution it will bring on federal inspection.

Adjourned for steamboat excursion and luncheon.

THE HARBOR TRIP.

The harbor trip on Thursday for the grain men and their wives was a delight. Guns were fired, and whistles continuously blown until Father Time was a bit worried lest he had lost his calendar and it was New Year's eve.

On board refreshments were served, Southern good cheer flowed from bottles and stein, music made it impossible not to dance the tango, whether one had terpsichorean skill or not, and a famous colored orchestra drew applause and laughter.

Past the sugar refineries with their 24,000 barrels of sugar daily, past the largest floating dry docks, past the busy wharves where one could almost feel the pulse of the nation, past elevators laden with wheat for the bread box of Europe, past escalators unloading an unbelievable number of bunches of bananas a minute and past the ever-smiling black man.

There was so much of interest and to drink that one did not know whether one was going up or down the river. Besides, the natives say that when one goes down the river from N. O. one goes North, and when one goes up the river one goes South, but perhaps that is after one has tasted Southern hospitality.

Each one received a sugar cane on leaving the ship, many of which were sent by parcel post to loved ones at home.

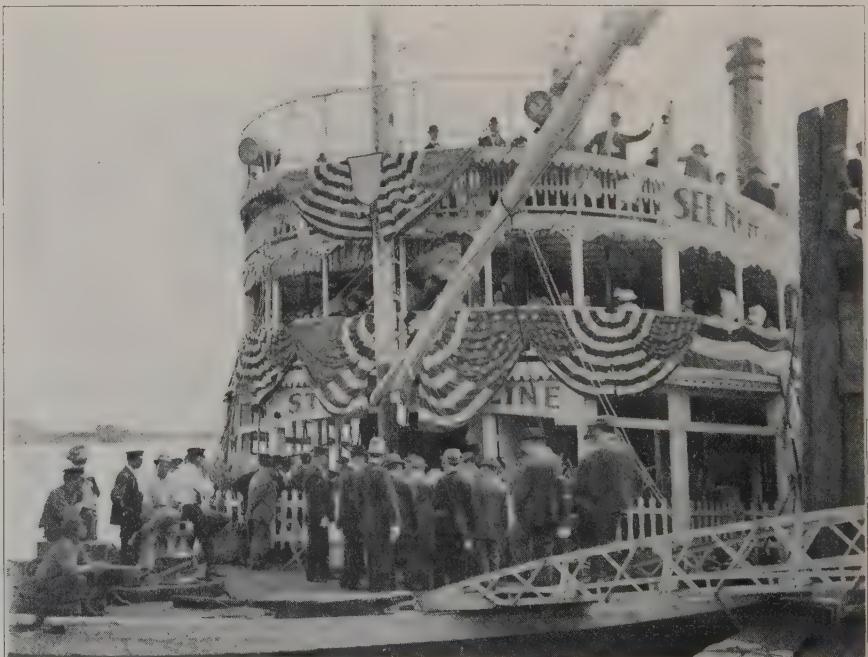
It was whispered that a moving picture was taken of the crowd as they left the boat and climbed the dock with the sugar canes as alpine sticks. It is certain the faces of the party will portray the happy appreciation which they were unable to put into adequate thanks to their most wonderful hosts of New Orleans.

Mrs. Emile Del Bondio of N. O. presented the ladies with bags of delicious pecans.

Mr. and Mrs. Del Bondio devoted their time and machine to showing the historical sites of N. O. Mr. Del Bondio could show George Fitch sightseeing as a fine art. He knows both history and fiction.

Mrs. Richeson, wife of New Orleans' splendid Grain Inspector, with her sister, Mrs. Halloway, were charming hostesses and were always at the service of their visitors.

A souvenir presented by Mr. Max Samson was a bunch of vetiver. It is a fibrous root, coming originally from India and is used to give my lady's linens the fragrance of myrrh.



Grain Dealers Boarding the Steamboat Sidney Oct. 16 at New Orleans, La.

A mailing carton containing a natural cotton ball just as it grew fresh from the fields of Dixie was a most interesting souvenir from T. B. McRitchie & Co., Newman, Georgia.

THURSDAY AFTERNOON'S SESSION

H. S. GRIMES began the Thursday afternoon session by taking up the resolution opening the avenue to federal inspection. "This resolution if adopted will show to the authorities that we are willing to compromise."

J. C. F. MERRILL gave a clear exposition of the effect of the resolution in his following argument:

ILLINOIS AGAINST FEDERAL INSPECTION.

The viewpoint of this question undoubtedly lends a very definite slant to the conclusions to be reached by any individual, and those who view it only from the standpoint of interstate grain, view it very differently from those who view it from a standpoint of intrastate grain. Intrastate grain moves in many of our large surplus grain producing states in very large volumes; our largest corn surplus state is Illinois; our largest primary market is located in that state; it is to other markets of very considerable importance. Consequently, much of the grain moving to the primary market would be wholly and totally, at all times, beyond the authority of the Federal Government.

Our Constitution would prohibit the federal authorities from entering any states and imposing its authority upon, or force wholly intrastate. Therefore, the many millions of corn originating in Illinois and going thru markets within that state or the many millions of wheat originating in the state of Minnesota, and going to the markets within that state, or in Missouri going to St. Louis, and so I can go through with nearly all of the surplus states and show you that in the initial movement of that grain, it would fall wholly within state jurisdiction and be absolutely beyond federal jurisdiction.

Federal Inspection would impose the greatest conflict in authority that could possibly exist under any conditions, because of the commerce of grain being of such a nature, being classified in grades that no other business equals it; and for that reason, standing as it has fallen to my lot, to do before the Legislative Com'ites at Washington, and having gone into it much further than the time is at my disposal to go into it here, I have been able to show them that not more than half of the grain in commerce in the United States, day by day, could, or would fall within the Federal authorities.

In our own state, our railroad and warehouse law has been a most active instrument since 1871, a long time; and State Grain Inspection Department is a state convention, and under that law our public storage is provided and operative. The receipts issued by the proprietors are registered by the State Registrar. Therefore, those houses could not be operated under Federal inspection because, as I have stated, it would have no authority, and intrastate grain cannot be inspected by Federal authority on any other basis than the request of the owner of the grain, that his services be performed, and the courtesy of the Government in permitting its officers to perform it. That is not law, and our Constitution is such that that is the nearest you can possibly get to the law of the question.

Therefore, Illinois, Minnesota and other states having terminal markets of importance cannot, and I believe that I can confidently assert, will not ever repeal their laws and be without the force of law in the matter of grading and storing the products of its own state in its large market centers. This is one of the very fundamental reasons why we, in Illinois, and those in other states, cannot view, much that we should like to accommodate gentlemen who think differently in this matter. We must unalterably stand opposed to it, as we believe, for most excellent and very fundamental reasons; and that is our attitude here today.

The Government has not yet standardized anything. It has proposed, and we

A much-treasured souvenir was a miniature bale of cotton on which a happy little darky sat enjoying his slice of watermelon, secure in the shade of a sheaf of rice. This was a New Orleans gift to visiting dealers and their ladies.

er certain parts, or lots of grain are within the requirements of a given rule, or not. Competition, if nothing else, forces every man to ship that quality only which complies with the requirements of the grade. Nobody is going to give you 17.5 corn for 19% corn, because they would give you money thereby. And when these questions arise (and they do arise frequently in our own market), and there is a conflict between the Inspection Department and the Appeal Department, both provide for and exist under the Railroad and Warehouse Law, to which I have referred, and it is a very common practice, indeed, to have the Board of Appeals, consisting of three men wholly independent of the Inspection Department, having nothing whatever to do with it, to be called, as in the case of a higher court to which you may appeal a case, to pass upon the grain tendered, and sometimes they turn down the Inspection Department, thereby showing their supreme authority.

If the Appeal Board were Federal officers, or if you were to have a supervising federal officer, and a cargo of a couple thousands of bushels of wheat was in question and the State Grain Inspection Department passed it as No. 2, and the State Appeal Com'ite passed it as No. 2, and the federal inspector, or supervisor, said it is not No. 2, then, you immediately are in a position where you cannot put that commodity in interstate commerce.

We are not ready, as I have before stated, to put ourselves into a position whereby more instances of difference shall be raised, and whereby we will be in a position in operating our elevators, to not have the force of law, because you cannot expect the Government under these circumstances or that condition, to grade all of this grain in, and if they did, they might not grade it all out, and we know that it is a multiplication of difficulties, for we know that those markets which are astride, so to speak, a state line, those difficulties are very perplexing. I think I have given to the delegation from Chicago, and the gentlemen from Illinois my opinion. I have not consulted with them, but they are in the room, and if they disagree with me, will they so state.

Vice-pres. E. P. Peck took the chair.

PRES. JONES: I don't believe that there is any state, or any section, or any community that has some local condition that cannot be overcome. I don't believe that there is anything in the Constitution of the United States to keep us from having the rules that we should have. I don't mean the Grain Dealers National Ass'n, but I mean everybody affected by the grain inspection rules, and I firmly believe that 95% of the people in the United States in any way connected with grain or in favor of a change, and try to see that the rules we have are properly applied. I don't believe there is any influence in Washington that would prevent 95% of the grain interest in this country from having a law that it wanted. It is the history of this government that the laws are written because there is a crying demand for them. There is a demand for such a law now, and I believe that the majority of you believe that there is such a demand.

Such local conditions as have been referred to as existing in Chicago now, demand careful consideration, and those considerations will be given, not by us, but by the United States Government, at such time they have a law to propose in which those very interests will be given consideration just as consideration is given by our law makers to any question. It makes no difference to me what kind of resolution we have covering supervision, provided we see that this Ass'n takes no background on any question such as we have established as a policy and principle of this Ass'n.

This is no time to recede; this is the time, above all times, to get a Federal supervision while we have one for one kind of grain to supervise. I don't want numerous inspectors in every market; but I say, coming back to Mr. Merrill, I make no reference to his market, but I want a law where any country shipper having a cargo of corn going to a market and lacking the confidence that he might have in the impartial application of those market rules, that his shipments will fail, that he has the right to say that he would like to have that car supervised by the Government, the only absolute impartial authority that we can get.

LEE G. METCALF, Indianapolis, Ill.: Some people in the country don't get what they buy of other people in the country, it is said. As to whether that is true, I am not personally advised; but I am not in the position of doubting the honesty or integrity of any one who makes that statement as to the cause why they don't get

it. I stand upon the big, broad platform of believing that everybody ought to fulfill a contract honestly made. I believe that when the initial shipper buys the grain from the country, a certain grade, he ought to get that grain; I believe that the shipper, when he sells a certain grade as nearly as he can determine, ought to deliver that grain. In the distributing markets where the distributor sells a certain grade of grain under a certain rule that that grade should be delivered under that rule.

We are not at the place where we ought to tell the Government what it ought to do. Upon this standard proposition, we have expressed a willingness to co-operate with the Government, and the Government has taken the lead; now, why can't we occupy that same ground here? Why can't we give an expression of this fact, and let the Government take the lead, and then, gentlemen, after it has adopted a system, let it be used. We, as American citizens, are all loyal enough to support that position.

I am going to read a resolution as a substitute to this entire matter under discussion. I think it covers the point fully, and I do it in a spirit of fairness, in a spirit of compromise.

MR. BULLITT and MR. WILKINSON discussed the resolution read by Mr. Metcalf and it was decided to take a 3 minute recess to amend the resolution, which then was read by Mr. Metcalf as follows and adopted with but one dissenting vote:

RESOLUTION FAVORING GOVERNMENT SUPERVISION.

WHEREAS, this Ass'n has taken broad and comprehensive grounds on the question of federal inspection of grain, and on the question of standardization and supervision, therefore, be it.

Resolved, that this Ass'n now re-affirms its position thereon, as expressed in resolution adopted at the Norfolk Convention in 1912, and the same is hereby substituted for the resolution now pending. Further,

Request is hereby made that the Government be requested to pass such laws as will give us immediate application and supervision as soon as Government standards for corn are adopted.

H. S. GRIMES read the following resolution; which had been submitted informally and read by Mr. Merrill on Tuesday:

RESOLUTION AMENDING THE GOVERNMENT'S TENTATIVE GRADE.

WHEREAS, the Department of Agriculture of the United States, acting under the authority of Congress, has formulated tentative grades to be applied to corn moving in interstate and foreign commerce, and,

WHEREAS, this governmental action has aroused widespread and general interest throughout a large section of the country, and

WHEREAS, the Department of Agriculture thru its representative, Dr. J. W. T. Duvel, Crop Technologist of the Bureau of Plant Industry, and the Grain Dealers National Ass'n in convention assembled, in the city of New Orleans have devoted the day of Oct. 15, 1913, to a formal conference on the questions thereby raised, for a wise and practical solution of the same, and,

WHEREAS, it is most desirable to not disturb well established and deeply rooted practices of the commerce in corn throughout the country, therefore be it

Resolved, that it is the sense of the Grain Dealers National Ass'n that the grades proposed by the Department of Agriculture in the main be and hereby are approved, but that a change in the name of one grade and the numerical position of three grades is desirable in the interests of commerce, whereby long continued practices will not be materially or injuriously disturbed, and be it

Resolved, that to this end, it is the sense of the Convention that the grades of No. 1 Corn and No. 2 Corn as proposed by the Department shall be agreed to, but that the grades proposed by the Department as No. 3 Corn with a maximum moisture content of 17.5% shall have for its name "Standard Corn" and that the remaining three grades proposed by the Department as Nos. 4, 5, and 6, be numbered 3, 4 and 5, and be it further

Resolved, That inasmuch as the requirements pertaining to percentage of dirt, unsoundness, broken grains, and foreign matter of the several grades formulated by the Department are not dissimilar from those contained and specified in existing rules, and inasmuch as the practical working of existing rules has shown the error of the absolute exclusion of mahogany corn from the grades below the grade of No. 2 Corn, that it is the sense of this Convention that

mahogany corn be admitted into the grades as follows: No. 3 one per cent; No. 4 two per cent; and No. 5, three per cent, otherwise the percentages as proposed by the Department be agreed to.

MR. BINGHAM: I offer an amendment to that and ask that it read "Grades as proposed by the United States Government."

On motion a rising vote was taken on the two motions. The vote resulted as follows: 39 in favor of the substitute of Mr. Bingham; 177 opposed to the substitute.

The Merrill resolution was unanimously adopted.

J. W. McCORD and J. J. STREAM, auditing com'ite, reported the books of the Sec'y-Treas. correct, and to show \$3,365.86 cash on hand.

Sec'y Courier read his annual report from which we take the following:

SECRETARY'S REPORT.

Work of Arbitration Com'ite.—The following statistics will give you some idea of the volume of work that has been done by the Com'ite on Arbitration, and of the increase of the activities in that important field of Ass'n endeavor.

No. of cases at the beginning of the Convention year	34
New applications	29
Total	63
No. of cases open at the close of the convention year	24
Decided by the Arbitration Com'ite	19
Settled direct	6
Dismissed for want of jurisdiction	2
Dismissed; claims not pressed	3
Withdrawn	4
No. of members dropped from Ass'n for refusing to arbitrate (in both cases application for arbitration had been made)	2
No. of appeals decided by the Directors	3
Total	63
No. of appeals pending before the Directors	5

The practice of appealing from the decisions of the Committee on Arbitration to the Board of Directors has become the rule rather than the exception. This I am sure, you will agree, ought not to be.

For the purpose of restoring the privilege of appeal to its proper function; namely, that of preventing manifest errors of judgment and particulars, from prevailing in any case and thereby establishing a dangerous precedent, I respectfully recommend for adoption the following amended form of Article 4, under the head of appeals, Section 7, first paragraph, which reads:

"Notice of an appeal from an award of the National Committee accompanied by a statement in duplicate of the reasons therefor, shall be filed with the Secretary within fifteen (15) days from the date of the said award."

The paragraph should read:

"Notice of appeal from an award of the National Committee accompanied by a statement in duplicate of the reasons therefor, shall be filed with the Secretary within fifteen (15) days from the date of the said award. The said notice of appeal shall be attached to the appellant's appeal fee (See section 6 of this article) and his certified check for the amount of the Arbitration Committee's award, in dollars and cents, if any, to be held in escrow by the Secretary of the Grain Dealers National Association pending the decision of the appeal Board."

"If the award of the Committee on Arbitration shall be affirmed by the Appeal Board, the appellant shall pay to the appellee, interest at the rate of six per cent per annum on the amount of the Arbitration Com'ite's award in dollars and cents, if any, from the date of the Arbitration Com'ite's award to the date of final settlement."

The amended form of the rule, will, I think, have a tendency to reduce the number of appeals.

The first paragraph of section 4 of article 6 of the Rules of Arbitration reads as follows:

"The defendant shall have ten days from the date of the receipt of the plaintiff's evidence and pleadings in which to file his answer in duplicate, and return the papers referred to in Section 3 of this Article."

Within the convention year now closing, we had an experience that rendered this last amendment an economic necessity. One member refused to return the papers

in four different cases, the cost of making copies to complete the record, was more than the members' dues for the year.

E. M. WAYNE: The Nominating Com'ite begs to submit the following names for consideration by this Convention.

NEW OFFICERS.

For President: Chas. D. Jones, Nashville, Tenn. For 1st Vice-Pres.: Lee G. Metcalf, Illiopolis, Ill. For 2nd Vice Pres.: John L. Messmore, St. Louis, Mo.

For Directors: C. A. Magnuson, Minneapolis, Minn.; A. F. Leonhardt, New Orleans, La.; C. W. Lonsdale, Kansas City, Mo.; Jas. L. King, Philadelphia, Pa.; L. W. Forbell, New York, N. Y.; W. M. Bell, Milwaukee, Wis.; Harry Bingham, Louisville, Ky.; E. P. Peck, Omaha, Neb.

The report was accepted, and the Sec'y directed to cast the ballot of the Ass'n for the officers nominated.

Adjourned *Sine die*.

THE SMOKER.

The smoker given the grain men by the New Orleans Board of Trade Wednesday night was well rounded out with all the specialties that Chairman W. L. Richeson could invent. The smoker was held in the hall of the Board of Trade and the alley in front of the building was canvassed off and filled with tables laden with good cheer, oysters on the half shell and lager beer. The hall had been decorated and at one side a speaker's rostrum had been improvised.

The guests seated themselves at a hundred small round tables on which were cob pipes, cigarettes, tobacco, matches and programs. Refreshments were served by waiters as the guests listened to the speeches and applauded the vodville performers. Outside the entrance to the building were two negro lads seated on a bale of cotton enjoying a stick of sugarcane. New Orleans' best police guarded the premises.

A. F. Leonhardt, pres. of the Board, was the first speaker. Edw. O. Wild introduced as speakers Mayor Behrman, Former Governor J. Y. Sanders, John Fox, and M. J. Sanders for brief addresses.

Ben Casanas, chairman of the vodville program, presented Joe Costello, character impersonator; Bert Maser, operatic singer; Mr. Michel, the female impersonator and his singing partner, Fernandez; Walter Coquille, character delineator, all amateurs. Professional talent was supplied by Lew Rose of the Hippodrome to make four acts. Matthews & Shayne, and Klein & Yost, entertainers and clever boys, wound up the showing by the local talent, preceding Alberto Smith, chief of the Chicago Board of Trade Police, in his German senator talk and a few other specialties that made the Chicago contingent proud of their protege.

Al Smith also refereed the final "Big Surprise," a battle royal between 10 negroes. The first fight between 5 negroes was called a draw. In the second the biggest negro knocked out all the others.

Searchlights played up and down the New Orleans streets while the entertainment was on, and for several squares in different directions handorgans were stationed to grind out melody to attract any wandering grain man.

CONVENTION NOTES.

The prize fight Tuesday night between Frankie Russell and K. O. Brown kept a number of the dealers out late.

Three chief weighmasters attended the meeting: John Dower, St. Louis, Mo.; H. A. Foss, Chicago, and Jas. H. Warren, Baltimore, Md.

Among the supply salesmen at New Orleans were: B. M. Estes, Houston, Tex.; George Kaps, reptyg., and W. F. Round, sec'y-treas. Avery Scale Co., North Milwaukee, Wis.; S. J. McTieran, reptyg. Huntley Mfg. Co.; L. M. Smith, Seed Trade Reporting Buro, Chicago, Ill.

The Chief Grain Inspectors' National Ass'n held almost continuous sessions, discussing the various phases of the government grades and their application. Thursday the Ass'n elected officers for the ensuing year as follows: Pres., E. H. Culver, Toledo, O.; vice-pres., S. D. Thomas of Baltimore, Md., and secy., F. B. Tompkins of Peoria, Ill.

The Grain Standardization Buro of the U. S. Department of Agriculture was represented by the following: Dr. J. W. T. Duvel, Washington, D. C.; E. G. Berner, Washington, D. C.; W. P. Carroll, Chicago; H. F. Hanks, New Orleans, La.; Leonard M. Jeffers, E. Keiser, New Orleans, La.; E. L. Morris, Kansas City, Mo.; P. Rothrock, New Orleans, and C. A. Russell, Decatur, Ill.

Souvenirs were numerous. Bert Boyd distributed "easy money" silver dollar puzzles, Brigham Young, cards and obituary notices. Pencils were given out by Avery Scale Co., and A. F. Leonhardt & Co. Penholders by Willis E. Shelden. Silver pencils by Huntley Mfg. Co. Advertising literature by Avery Scale Co., Hess Warming & Ventilating Co. and Joseph Gregg & Son. Match boxes by Merriam & Millard Co. A leather billholder by Willis E. Shelden, and a booklet by J. F. Zahm & Co.

Mr. and Mrs. P. D. Werts and Mr. and Mrs. J. Rowe of Verona, O., narrowly escaped death in a wreck at Kings Mountain, Ky., on the Queen & Crescent Route. Their train hit an open switch and collided with a number of freight cars standing on a side track. The first three cars in the train were overturned and about seventy-five persons were injured. Fortunately, Mr. and Mrs. Werts and Mr. and Mrs. Rowe were in one of the rear cars and escaped with a few bruises and a bad shaking-up.

THE CONTEST for the next meeting was more animated than for several years. Cincinnati led in the fight, with a bountiful supply of well printed, profusely illustrated literature and pennants. Buffalo buttons, declaring it to be "NEXT" were in evidence early. Kansas City, which has never had a National Grain Dealers' meeting, was anxious to have the convention. Chicago's mayor and Commerce Ass'n also sent pressing invitations, but the directors did not get time to decide upon the place before leaving New Orleans.

A few of the dealers took advantage of the nearness of the Panama Canal to continue south after the meeting, among them being Mr. and Mrs. E. P. Peck, Omaha, Neb.; Mr. and Mrs. H. G. Dehning, Curtice, O.; Mr. and Mrs. Victor Dewein, Warrensburg, Ill.; Mr. and Mrs. D. E. Studabaker, Bluffton, Ind.; Mr. and Mrs. Fred Mayer, Toledo, O.; Mr. and Mrs. Bert A. Boyd, Indianapolis, Ind.; Mr. and Mrs. H. K. Schafer, El

Reno, Okla., and Mr. and Mrs. E. S. Le Van, El Reno, Okla. In celebration of the arrival of the grain men the Isthmus experienced a heavy earthquake shock.

Chief Inspectors in attendance included: Alfred Anderson, Buffalo, N. Y.; A. A. Breed, Milwaukee, Wis.; Seth Catlin, Boston, Mass.; E. H. Culver, Toledo, O.; M. C. Fears, Kansas City, Mo.; John O. Foering, Philadelphia, Pa.; E. R. Gardner, Memphis, Tenn.; John P. Gibbons, Chicago, Ill.; J. E. Heniken, Cleveland, O.; George F. Munson, Cincinnati, O.; Geo. B. Powell, Omaha, Neb.; William S. Powell, Cairo, Ill.; J. T. Roberts, Nashville, Tenn.; Geo. B. Ross, Topeka, Kan.; F. B. Tompkins, Peoria, Ill.; A. R. Ware, Kansas City, Kan.; G. H. K. White, New York, N. Y.

The exhibit of the Seed Trade Reporting Buro included two specialties never before shown at any convention. One was an electric heater for the moisture tester that could be instantly cut off; and a new automatic oil measurer and grain separator for use with the tester. The Buro also exhibited its new "Four-in-One" scale, which gives the weight for moisture test, test weight per bu., dockage reading in direct percentage, and weight for mail matter, such as grain samples. In its percentage readings this scale is designed to ascertain the percents of dirt, etc., under the new tentative grain grades of the government.

A highly educational exhibit had been installed by the Buro of Plant Industry in a room off the convention floor. Sixty charts on the walls gave data on corn from 1907 to 1913. In pans were samples of the different tentative grades; and in each pan were three sealed glass bottles containing the exact percentage of the

classified impurities obtained by screening thru 8x8 mesh screen, the moisture content being indicated for each sample by a glass graduate filled to the exact percent mark with water. Seven large photographs showed deterioration of corn in boats, in bins, exposed in rail cribs. Diagrams showed the locus of deterioration in steamer hulls. Exact bushels of corn were placed on a table in sealed wire cylinders accompanied by large glass bottles containing the full percentage of water in the corresponding bottle. All inquiries were fully answered by Dr. Duvel and an able corps of assistants drawn from the different grain standardization offices.

Nashville Entertains Delegates.

On Oct. 11 the entertainment com'ite of the Nashville Grain Exchange met all southbound trains and took the grain dealers in automobiles to the Hermitage Hotel, where breakfast was served. They were then taken in 25 automobiles to "The Hermitage," Andrew Jackson's old home, where a good old fashioned southern barbecue was served by the ladies of the Hermitage Ass'n.

In the afternoon the com'ite took their guests for a ride thru Centennial Park and to Belle Meade, the original home of Tennessee race horses. At 5:30 p. m., the grain dealers, together with the Nashville delegation, boarded a special train of 7 cars for New Orleans. The trip was so timed as to pass thru the scenic Gulf Coast County by daylight and was much enjoyed by all.

About 125 persons enjoyed the hospitality of the Nashville Grain Exchange, and were unanimous in expressing their appreciation of the good time.



Two Pickaninnies at Entrance to Board of Trade on Night of Smoker.

THE CHICAGO SPECIAL to New Orleans.

Three Pullmans filled with grain dealers and ladies left Chicago Sunday evening. Also a few jokers besides Fred Mayer, Henry Rumsey and Frank Rice.

Frank Rice wished to call in state at each seat where sat a fascinating lady, but not having brot a large enough supply of calling cards he was unhappy and restless. The sympathetic nature of Mr. Lowell Hoit was aroused in Mr. Rice's behalf and he had printed 10,000 calling cards in bright red ink and bearing the following touching lines:

FRANK ASTER RICE

Vice-President

Star and Crescent Mill Company
Chicago, Ill.

Dealers in Bran, Grit and Flour
Try Our
Rice Brand of Croquettes.

This was done during the dealers day in Memphis, so Mr. Rice had ample introduction to each fair dame on the train and enough to use during his busy stay in New Orleans.

That evening the dinner menus featured Rice's brand of croquettes and one large enough for a monument adorned Mr. Rice's table. Around the platter in shining white potato one could read the pathetic inscription to the hero, "Frank Rice."

But don't be fooled, he's a live one.

On Monday morning the party received its first Southern welcome from those wonderful hosts, the grain men of Memphis and the Business Men's Club. Autos took the delegates to the Exchange Bldg., where the popular Secy. Nat Graves and ex-Pres. L. R. Donelson illustrated the graciousness which has made Southern gentleman famous.

Pres. Andrews and Sec'y Merrill of the Chicago Board of Trade responded for the guests.

Each one received a boll of cotton which was worn as a boutonniere. Then began a three hour auto drive thru the glorious autumn-tinted parks, followed by an inspection of the largest cotton warehouse in the world and a seven-course luncheon in one of the finest country clubs in the U. S. Singing by Gallagher, Hudson and Rumsey between courses did not appear to spoil any one's appetite. Mr. Bell proved that it was not song which made Milwaukee famous, while Fred Mayer's melody convinced the other cities that Toledo does not need a tuning fork.

The pictures of this happy crowd "after taking" this sumptuous luncheon shows how steady they could stand for a few minutes.

It was agreed to keep the number of empty glasses around Gallagher's plate sub-rosa.

The auto party stopped at the Nineteenth Century Club, one of the largest and best equipped Women's Clubs in the country. Refreshments were also served at the Chickasaw Club.

Only one auto was run in for speeding and the entire party arrived in time to take their special to N. O. after a red letter day of which Memphis may be proud.

J. J. Stream worked hard all Monday morning in the interest of Chicago's Children's Benefit League, and tagged everybody, returning a well-filled box to Chicago by express the same night.

MEETING OF LADIES AUXILIARY.

The Ladies Auxiliary of the G. D. N. A. held its business session on Thursday with its president, Mrs. Willis E. Shelden, in the chair.

Mrs. Shelden presided with grace and tact. She made an artistic opening speech and then explained that there were no dues or duties connected with the Ladies Auxiliary, but that the organization was to promote the spirit of friendliness and good comradeship among the ladies. She urged all ladies to register at each meeting, so that proper provision for theater tickets, autos, etc., could be readily made.

At the election Mrs. E. Nathan of New Orleans was made president. She had so ably assisted her husband and the entertainment com'ite in their many gracious hospitalities that she won the high honor she so fully merited. The office was not only a courtesy extended to Mrs. Nathan, but to the South as a token of appreciation. Mrs. Boyd was chosen first V. Pres., enabling her husband, one of the wits of the Ass'n, to write his name Bert A. Boyd, h. o. V. P. L. A. G. D. N. A.

Mrs. J. W. McCord was elected sec'y. Secretaryship and kindness are McCord family traits.

Mrs. S. W. Strong, chairman of com'ite on Resolutions, presented the following:

The Ladies Auxiliary of the G. D. N. A., having been so graciously and warm-heartedly entertained by the Grain Dealers of N. O. and their ladies, express their appreciation and gratitude for the exceptional entertainments and hospitalities.

They ask that a copy of these thanks be sent to the N. C. Board of Trade, the N. O. daily papers and to the grain trade press.

The ladies were numerous this year. Among them were the following: Mrs. Chas. A. Ashbaugh, Frankfort, Ind.; Mrs. E. A. Beardsley, Omaha, Neb.; Mrs. W. M. Bell, Milwaukee, Wis.; Mrs. E. C. Breyfogle, Mt. Sterling, O.; Mrs. Chas. Breymann, Toledo, O.; Mrs. J. F. Birdsong, Norfolk, Va.; Mrs. Bert A. Boyd, Indianapolis, Ind.; Mrs. J. H. Brandt, Portsmouth, Va.; Mrs. Rufus Bullard, Maxwell, Ia.; Mrs. R. G. Calvert, Selma, O.; Mrs. Seth Catlin, Boston, Mass.; Mrs. A. W. Clark, Cleveland, O.; Mrs. Charles S. Clark, Chicago, Ill.; Mrs. G. W. Cole, Bushnell, Ill.; Mrs. E. H. Culver and daughters, Toledo, O.; Mrs. E. T. Custenborder, Sidney, O.; Mrs. T. L. Davis, Memphis, Tenn.; Mrs. H. G. Dehring, Curtice, O.; Mrs. Paul Dunbar, Augusta, Ga.; Mrs. E. C. Elkenberry and children, Camden, O.; Mrs. C. H. Elliott, Waterville, N. H.; Mrs. H. C. Eve, Augusta, Ga.

Mrs. C. H. Feltman, Peoria, Ill.; Mrs. L. W. Forbell, New York City; Mrs. H. A. Foss, Chicago, Ill.; Mrs. W. J. Garner and daughter, Louisiana, Mo.; Mrs. H. S. Grimes, Portsmouth, O.; Mrs. R. W. Harper, Des Moines, Ia.; Mrs. E. P. Hill, Freeport, Ill.; Mrs. E. Hutchinson, Arlington, Ind.; Mrs. Chas. D. Jones, Nashville, Tenn.; Mrs. Willis Jones, Mt. Sterling, O.; Mrs. Dan Joseph, Columbus, Ga.; Mrs. George R. Knox, Nashville, Tenn.

Mrs. John E. Leas, West Manchester, O.; Mrs. E. S. LeVan, El Reno, Okla.; Mrs. Fred Mayer, Toledo, O.; Mrs. A. S. McAlexander, Nashville, Tenn.; Mrs. J. W. McCord, Columbus, O.; Mrs. C. A. McCotter, Indianapolis, Ind.; Miss Merrill, Chicago, Ill.; Mrs. Lee G. Metcalf, Iliopolis, Ill.; Mrs. T. A. Morrisson, Kokomo, Ind.

Mrs. William Nading, Shelbyville, Ind.; Mrs. Thos. Newbill, Nashville, Tenn.; Mrs. H. E. O'Bryan, Owensboro, Ky.; Mrs. S. T. Pease, Memphis, Tenn.; Mrs. E. P. Peck, Omaha, Neb.; Mrs. E. W. Phares and daughter, Tipton, Ind.; Mrs. G. L. Pugh, Hicksville, O.; Mrs. W. M. Randels, Enid, Okla.; Mrs. F. B. Rice, Chicago, Ill.; Mrs. Chas. Rockwell, Mt. Vernon, N. Y.; Mrs. J. Rowe, Verona, O.

Mrs. H. K. Schafer, El Reno, Okla.; Mrs. W. E. Shelden, Jackson, Mich.; Mrs. J. W. Simmon, Pemberton, O.; Mrs. B. K. Smith, Fort Worth, Tex.; Mrs. H. S. Smith, Selma, O.; Mrs. Jules G. Smith, Fort Worth, Tex.; Mrs. T. O. Stanley, Lyons Sta., Ind.; Mrs. J. C. Strong, Chicago, Ill.; Mrs. S. W. Strong, Urbana, Ill.; Mrs. D. E. Studabaker, Bluffton, Ind.; Mrs. H. R. Swift, Chicago, Ill.; Mrs. Harry Taylor,

Portsmouth, O.; Mrs. J. B. Van Wagener, London, O.; Mrs. J. Washburn, Remington, Ind.; Mrs. P. D. Werts, Verona, O.; Mrs. G. H. K. White, New York, N. Y.; Mrs. Wade Wood, Birmingham, Ala.

LADIES' RECEPTION.

On Tuesday afternoon the New Orleans ladies gave a delightful reception to the ladies of visiting grain dealers. The Gold Room of the Grunewald was a tropical bower. Of course there were toothsome dainties, and the rare and golden liquids in the two punch bowls were Southern, too, in their allurements. A pleasing musical program was given by the Lawrence Trio.

Mrs. Shelden, Mrs. McCord and Mrs. Boyd, the officers of the Ladies Auxiliary, were exquisitely gowned, took their parts in all social affairs in a finished manner and proved the wisdom of having that organization to promote good fellowship. Mrs. N. C. Ernst, Mrs. G. B. Harrison, Miss M. Harrison, Mrs. W. H. Hendren, Miss V. Nathan, Mrs. W. L. Richeson, Mrs. Halloway, Mrs. E. Nathan, Mrs. M. Stern, Mrs. C. E. Fettis, Mrs. M. J. Sanders, Mrs. C. H. Ellis, Mrs. C. S. Fay, Mrs. R. R. Skinner, Mrs. J. D. Eddy, Mrs. Rob't Warriner, Mrs. Junius Werner, Mrs. G. B. Matthews, Mrs. Martin Matthews, Mrs. C. B. Fox, Mrs. F. P. Breckinridge, the New Orleans hostesses, radiated good cheer and established the en tente cordiale.

Mr. E. Nathan was chairman of arrangements and was ably assisted by Mr. C. S. Leach, Mr. Chas. M. Rodd and Mr. A. H. Hendren.

Mrs. Harold Eve and Mrs. Paul Dunbar, two charming young women from Augusta, Georgia, tested the courage of Mr. E. Nathan by daring him to appear at the reception. Mr. Nathan, being a genuine hero, faced the powder.

On Tuesday evening the ladies were given tickets to the Dauphine Theater to see a good stock company in Little Miss Nobody and on Wednesday evening the ladies were much entertained by the well presented opera of Robin Hood.

Wednesday afternoon the ladies were taken in autos around picturesque New Orleans, and to the Country Club, where a dainty luncheon was served on the lawn.

Mrs. Leonhardt, the beautiful wife of Postmaster A. F. Leonhardt, was one of the hostesses of the afternoon.

WE CANNOT do business without the Grain Dealers Journal.—A. D. Post, mgr. Farmers Elvtr. Co., Onawa, Ia.

From low point in November May corn has advanced several cents every year of the past six.—C. A. King & Co.

THE LARGEST CARGO of oats ever received at Buffalo arrived on Oct. 17 in the steamer Philip Minch. The boat carried 521,052 bus.

CANADA will soon be obliged to import cattle for its own requirements, according to Consul S. S. Johnson, U. S. Consul at Kingston, Ont. The number of cattle in Canada has increased but slightly during the last few years and has not kept up with the rapidly increasing demand.

The Mobile Luncheon.

The Chamber of Commerce of Mobile, Ala., invited all delegates passing thru Mobile on their way home to stop off there and attend a luncheon on Oct. 17. The invitation was given by Don Farnsworth, manager of the Chamber, and the other Mobile grain men who attended the convention. A number of grain dealers accepted the invitation, and enjoyed the hospitality of this southern port.

Among Those in Attendance.

Alabama.—W. M. Cosby, W. C. Hill, Edward Wilkinson, Wade Wood, Birmingham, S. C. Black, E. V. Brown, Don Farnsworth, E. H. Kimbrough and D. T. Sims, Mobile; N. J. Greil and W. E. Matthews, Montgomery.

Florida.—C. S. Bonacker, Pensacola. **Georgia.**—P. H. Dunbar, Augusta; H. C. Eve, Augusta; J. G. Garrett, Bainbridge; Jos. Gregg, Atlanta; Dan Joseph, Columbus; Theo. W. Martin, Atlanta.

Illinois.—H. I. Baldwin, Decatur; Geo. W. Cole, Bushnell; W. T. Cornelison, Peoria; H. W. Danforth, Washington; V. DeWein, Warrensburg; G. P. Eichenberger, Cairo; C. H. Feltman, Peoria; Lee G. Metcalf, Illiopolis; C. C. Miles, Peoria; Boyd Patterson Hill, Freeport; C. A. Russell, Decatur; J. P. Sledge, Champaign; S. W. Strong, Urbana; E. M. Wayne, Delavan.

Chicago.—Edward Andrew, Geo. E. Booth, W. J. Burns, F. B. Gallagher, L. F. Gates, Lowell Hoit, C. A. Johnson, O. K. Lyle, J. C. F. Merrill, H. H. Newell, W. H. Noyes, J. W. Radford, F. B. Rice, H. A. Rumsey, R. A. Schuster, Al Smith, H. Stanberry, J. J. Stream, E. F. Thompson.

Indiana.—Chas. A. Ashbaugh, Frankfort; B. A. Boyd, Indianapolis; E. Hutchinson, Arlington; S. J. Jenkins, Lebanon; C. A. McCotter, Indianapolis; J. S. McDonald, New Albany; T. A. Morrisson, Kokomo; Thos. K. Mull, Manilla; William Nading, Shelbyville; E. W. Phares, Tipton; A. E. Reynolds, Crawfordsville; Chas. B. Riley, Indianapolis; J. W. Sale, Bluffton; T. O. Stanley, Lyon Sta.; D. E. Studebaker, Bluffton; Bennett Taylor, LaFayette; J. A. Washburn, Remington; H. G. Wolf, Morristown.

Iowa.—W. F. Brown, Shell Rock; Rufus Ballard, Maxwell; L. W. Gifford, Cedar Rapids; R. W. Harper, Des Moines; H. C. Moeller, Des Moines; O. A. Talbott, Keokuk; George A. Wells, Des Moines.

Kansas.—W. S. Washer, Atchison.

Kentucky.—H. E. O'Bryan, Owensboro; C. M. Bullitt, Henderson; Harry H. Bingham, S. P. Bingham, Alfred Brandeis, James F. Buckner, Jr., R. L. Callahan, C. Cringle, John W. Raidt, A. C. Schuff, W. A. Thomson, T. G. Williams, G. S. Zorn, Louisville.

Louisiana.—E. E. Israel, Louis Levy and W. H. Wenzelholz, Baton Rouge.

Massachusetts.—M. D. Benzaquin, Boston.

Michigan.—W. E. Shelden, Jackson.

Minnesota.—Charles A. Magnuson and John G. McHugh, Minneapolis.

Mississippi.—W. D. Hannah, Jackson; J. B. Homie, Gulfport; E. E. Smith, Gulfport.

Missouri.—A. A. Alley, Mercer; W. J. Garner, Louisiana; James McCarty, Carthage; F. L. Moore, Carthage; William Moore, Carthage; G. A. Aylsworth, H. G. Benedict, F. G. Crowell and A. R. Peirson, Kansas City; R. P. Annan, Jr., Chas. F. Beardsley, W. B. Christian, Wm. Connor, Edward M. Flesh, F. W. Langenberg, Trave Elmore, E. C. Gould, Geo. F. Harsh, Harry Langenberg, John L. Messmore, Dan S. Mullally, John Mullally, George F. Powell, Elmer Robinson, St. Louis.

Nebraska.—F. H. Bartling, Nebraska City; E. A. Beardsley, Omaha; T. M.

Buckridge, Brock; J. W. Holmquist and E. P. Peck, Omaha.

New York.—Fred E. Pond, Buffalo; A. E. Lovejoy, Deposit; C. Rockwell, Mount Vernon; L. W. Forbell, New York City.

North Carolina.—H. E. Boney, Wilmington.

Ohio.—Chas. Breyman, Fred Mayer, E. L. Southworth and J. W. Young, Toledo; S. M. Bray, Cleveland; E. C. Breyfogle, Mt. Sterling; R. G. Calvert, Selma; J. W. Channel, Melvin; A. W. Clark, Cleveland; F. F. Collins, Cincinnati; W. C. Culkins, Cincinnati; E. T. Custerborder, Sidney; H. G. Dehring, Curtice; J. S. Dewey, Blanchester; J. L. Doering, Antwerp; E. C. Eikenberry, Camden; Dan B. Granger, Cincinnati; H. S. Grimes, Portsmouth; Willis Jones, Mt. Sterling; John E. Leas, West Manchester; J. W. McCord, Columbus; G. A. Payne, Columbus; G. L. Pugh, Hicksville; J. Rowe, Verona; J. W. Simmons, Pemberton; Howard S. Smith, Selma; J. B. Van Wagener, London; P. D. Werts, Verona.

Oklahoma.—W. W. Deck, Weatherford; R. P. Gouldy, Weatherford; V. G. Groff, El Reno; F. E. Humphrey, Lawton; E. S. LeVan, El Reno; A. P. Marsh, Madill; W. M. Randels, Enid; H. K. Schafer, El Reno.

Pennsylvania.—William P. Brazer, Jas. L. King, Frank E. Marshall, William M. Richardson, Frank Samuel, W. K. Woolman of Philadelphia.

South Dakota.—E. C. Crossman, Sioux Falls.

Tennessee.—D. W. Lackey, Knoxville; J. T. Carlton, L. P. Cook, T. L. Davis, J. S. Denyven, J. W. Fulghum, H. J. Hasenwinkle, T. B. Jones, S. T. Pease, S. E. Rison, C. B. Stafford, Joseph Wade, Ernest Wheeler of Memphis; F. E. Gillette, R. W. Hale, A. C. Harsh, Chas. D. Jones, Dudley Knox Jones, John A. Jones, R. H. Jones, A. S. McAlexander, E. H. McGavock, Thomas Newbill, S. C. Wilkes of Nashville.

Texas.—H. B. Dorsey, Ft. Worth; T. G. Moore, Fort Worth; W. M. Priddy, Wichita Falls; B. K. Smith, Fort Worth; J. G. Smith, Fort Worth; W. W. Early, Waco.

Virginia.—G. F. Birdsong, Norfolk; V. L. Cofer, Norfolk; J. H. Cofer, Norfolk; A. L. Phillips, Richmond.

Wisconsin.—Milwaukee: W. M. Bell, C. A. Krause, H. M. Stratton.

I always watch for the Grain Dealers Journal and could not get along without it.—J. F. Burns, agt. J. J. Mullaney, Jefferson, S. D.

THE GRAIN DEALERS JOURNAL is the best paper of its kind published today, and we think too much of it to do without it.—Davis & Gilles, Pesotum, Ill.

ARGENTINE has a duty of 27% ad valorem on wheat imports, but admits flour free. This duty prevents Argentine exporters from shipping wheat into the United States free of duty.

New Officers of Ladies Auxiliary.



Sec'y, Mrs. J. W. McCord; President, Mrs. E. Nathan; Vice-pres., Mrs. Bert A. Boyd

Seeds

Crop of clover seed fine.—E. Hutchinson, Arlington, Ind.

Clover seed is a good crop.—Kellogg & Buck, Morenci, Mich.

Yield of clover seed above average.—E. B. Thompson, Dana, Ind.

The Imperial Valley Seed & Plant Co. recently was incorporated for \$25,000 in California.

Morristown, Ind., Oct. 15.—One-third more clover seed than last year and good quality.—H. G. Wolf.

The Rudy-Patrick Seed Co., Kansas City, Mo., recently increased its capital stock from \$40,000 to \$60,000.

Weber & Don, New York City, have registered the picture of a farmer sowing seed as a trademark for their seeds.

F. J. Wood & Sons, London, O., have installed a Clipper Seed Cleaner in their new elevator and will make a specialty of seeds.

Arlington, Ind., Oct. 15.—Clover crop 75% of last year, acreage being light, farmers holding their clover seed.—E. Hutchinson.

Clover seed all hulled, quality good. Not much moving to market now.—J. H. Schumaker, agt., Payne & Eikenberry Co., Collinsville, O.

Bluffton, Ind., Oct. 15.—Clover seed yielded 2 to 3 bus. per acre, good acreage.—D. E. Studabaker of Studabaker Grain & Seed Co.

Seed crop very poor. No clover, timothy, blue grass, alfalfa, or alsike grown here for seed this year.—Henry C. Anthony, Portsmouth, R. I.

The Cravers-Dickinson Seed Co., Buffalo, N. Y., is erecting a 58 by 176 ft. warehouse as an addition to its present plant, doubling its capacity.

Remington, Ind., Oct. 15.—Clover seed is poorer than usual; dry weather caused thin crop giving 1 bu. per acre.—J. A. Washburn of Frank Kelley Grain Co.

Lebanon, Ind., Oct. 15.—Clover seed not over a bushel and a peck; large acreage but small yield; farmers holding.—S. J. Jenkins of Jenkins & Cohee.

Roland Bolgiano on Oct. 3 retired from the partnership of J. Bolgiano & Son, Baltimore, Md., and hereafter the seed business will be conducted by Charles J. Bolgiano individually.

Sidney G. Courteen, Milwaukee, Wis., a wholesale seed dealer, on Oct. 14 retired as a director of the Wisconsin Central Railroad Company, after serving in this capacity for three years.

Peoria received 270,000 lbs. of seed and shipped 210,000 lbs. during September, compared with 1,050,000 lbs. received and 570,000 lbs. shipped during September, 1912.—John R. Lofgren, sec'y Board of Trade.

Clover seed prices in their seasonal swing follow the movement of wheat prices; and if this principle holds good clover seed should drop to a very low level of price this winter as soon as farmers let go their holdings.

Minneapolis received 756,130 bus. of flax seed and shipped 105,510 bus. during September; compared with 699,870 bus. received and 133,970 bus. shipped during September, 1912.—John G. McHugh, sec'y Chamber of Commerce.

The condition of cowpeas on Oct. 1 was in Virginia 85% of normal, West Virginia 84%, North Carolina 80%, South Carolina 74%, Georgia 80%, Tennessee 65%, Alabama 73%, Mississippi 73%, Louisiana 69% and Texas 68%.—L. M. Estabrook, chief, Buro of Statistics.

The production of broom corn this year in the various states is as follows: Illinois 70% of normal, Missouri 46%, Nebraska 55%, Kansas 55%, Tennessee 67%, Texas 56%, Oklahoma 45%, Colorado 60% and for entire country 50.3% of normal.—L. M. Estabrook, chief, Buro of Statistics.

The Kansas Board of Agriculture, F. D. Coburn, sec'y, will run a special buro for the purpose of informing Kansas farmers where they can obtain home-grown seed. The Board realizes the superiority of this seed over imported seed and hopes thru its 1,800 correspondents to put farmers needing seed in touch with those having a surplus to sell.

The Beloit Seed Co., Beloit, Kan., has purchased the plant of the Beloit Milling Co., located on the Missouri Pacific Railroad. The company will install a complete line of seed-cleaning machinery. B. F. Harmon and Glenn A. Dawes, the old members of the Beloit Seed Co., have reorganized the company and taken in Grant Noah and Harry Wagner. Mr. Wagner will have charge of the alfalfa seed department.

Cincinnati during September received 2,370 bags of clover seed, 9,122 bags of timothy seed, and 15,510 bags of other seeds, compared with 3,947 bags of clover seed, 15,093 bags of timothy seed, and 26,106 bags of other seeds received during September, 1912. Shipments during September included 1,227 bags of clover seed, 10,833 bags of timothy seed, and 8,929 bags of other seeds.—W. C. Culkins, supt., Cincinnati Chamber of Commerce.

October clover seed receipts are usually largest of the season, 1908 being the only recent exception. The season then was early, and September seed took the prize. Toledo receipts are usually much larger than Chicago. The two markets received 21,500 bags last October, largest since 1908. November receipts are always smaller than October. Will this season be an exception? History sometimes forgets to repeat itself.—C. A. King & Co.

Receipts of clover seed at Toledo are still disappointing; and while in line with other recent years, they make a very poor showing for a crop as large as is generally thought was raised this year. The rains put a halt to hulling operations early in the game. Prices advanced in the meantime and made farmers more independent. Quality of late receipts shows effect of rains. Stocks here smaller than usual, some interior points have considerable more. Fall demand has been the best in years. At \$8 it is a two-sided affair. Foreign seed is just commencing to move. Prices are nearly in line and any further advance here would probably bring forth liberal importations.—Southworth & Co.

The new tariff law, which went into effect Oct. 4, places the following duties on seeds: castor beans or seeds, 15c per bu. of 50 pounds; flaxseed or linseed and other oil seeds not specially provided for, 20c per bu. of 56 pounds; poppy seed 15c per bu. of 47 pounds; canary seed 1/2c per pound; seeds of all kinds not specially provided for in this section, 5c per pound. No allowance will be made for dirt or other impurities in seeds. Broom

corn, hemp seed, all grass seeds, and soya beans are admitted free of duty. Among other items which interest the seedsmen, the tariff places a duty of 10c per gallon of 7 1/2 pounds on flaxseed and linseed oil, and 3c per gallon on hempseed oil. Cottonseed oil and soya-bean oil are admitted free.

Toledo received 2,320 bags of clover seed during the week ending Oct. 25, compared with 4,062 bags received last year. This brings total receipts this season to 16,756 bags, compared with 18,503 bags received up to this date last year. Clover seed shipments amounted to 552 bags compared with 888 bags for the corresponding week last year. Shipments this season total 8,585 bags, compared with 2,612 bags shipped up to this date last year. Alsike receipts were 480 bags for the week, compared with 115 bags a year ago. Total receipts of alsike for this season are 2,196 bags, compared with 3,025 bags received up to this date last season. Shipments were 35 bags for the week compared with no bags shipped last year. Timothy seed figures are: receipts for week ending Oct. 25 were 110 bags, compared with 2,580 bags a year ago; receipts for season to date 10,538 bags, against 33,288 bags a year ago; shipments for the week were 7 bags, compared with 4 bags during the corresponding week of last year; for season to date 8,152 bags, compared with 23,604 bags shipped up to this date a year ago.

From the Seed Trade.

HAMBURG, GERMANY, Oct. 7.—The alfalfa seed crop will not be better than average quantity this year; but as the demand in German markets has fallen off somewhat, we consider present prices attractive.—R. Liefmann Sons Successors.

BELOIT, KAN., Oct. 16.—The quality of alfalfa seed is excellent. Farmers are inclined to hold for higher prices. The cane and kafir corn seed crops have been failures, and we will have to fall back on the old crop for seed.—B. F. Harmon, Beloit Seed Co.

GREENFIELD, O., Oct. 18.—The acreage of seed crops is the same as usual. Yields have been somewhat small, clover running from 1 to 2 bu., but a large acreage was cut and we will have a surplus when the farmers unload. At present they are holding back their seed. Timothy and alsike crops were short.—C. C. Norton's Sons.

SEATTLE, WASH., Oct. 18.—The red clover and alsike crops in this locality have produced an average yield. Farmers are selling freely, and probably half of the crop is now out of their hands. A large crop of timothy seed was harvested this year in spite of the fact that more than half of last year's crop was carried over in the hands of the farmer. They are still holding for prices above market value.—Frank Leckenby, vice-pres., The Chas H. Lilly Co.

SALT LAKE CITY, U., Oct. 23.—The crop of timothy seed, especially in Idaho, will be lighter than usual. Alsike clover is raised only in very limited quantities. Utah and Idaho are producing an enormous crop of red clover and alfalfa seed. We do not know of blue grass being raised in Utah or adjacent states. We know of no seed being carried over unless it should be a car or two of second grade alfalfa seed. The farmers are holding seed for higher prices.—Porter-Walton Co.

MINNEAPOLIS, MINN., July 17.—The yield of timothy through Minnesota was disappointing this year, the crop being not much more than one-half of an average. However, a large proportion of last year's crop was carried over by farmers and country dealers. The prospects for clover are for a somewhat smaller crop than last year, with quality probably damaged by recent rains. Very little new crop seed has yet moved, as hulling has not much more than begun with us. At present prices, do not expect more than a moderate movement until after the first of the year.—Northrup, King & Co.

VIENNA, Oct. 24.—After a trip thru several important seed centers on the Continent, I am of the opinion that the crop of red clover in Silesia, Bohemia, Austria Hungary, and Russia will not be as large as was at one time expected. England has a large crop to come on the market later. In the meantime, France is finding a ready outlet for her choice qualities in Germany, Italy, America, and to a small extent in England. Taking into consideration that practically no stocks were carried over, the present prices seem reasonable. White clover yields are much less than anticipated, and fine qualities are scarce. Alsike is steady after brisk trading. The rye grass market is quiet and prices are reasonable.—C. W. LeMay, London, Eng.

GIBSON CITY, ILL., Oct. 21.—The acreage of clover being hulled for seed is greater in central Illinois than for a good many years; but the yield has been very disappointing. Alsike has been practically a failure, as is also the case with timothy seed. One new feature in the seed business this year is the fact that farmers are buying from local dealers on margin for March delivery; and hedging by the dealers has strengthened the speculative market. There is considerable talk of the farmers holding clover seed back on account of the present low prices, but it seems to us that the better reason lies in the fact that prospects for clover seed next year are practically nil and farmers are looking ahead. We look for high prices on all field seed next spring except, possibly, alfalfa. A good deal of both old and new timothy seed will be carried over, but it will be in the hands of those who can control the market.—J. T. Oxley, The Oxley Seed Co.

I HAVE FOUND the Grain Dealers Journal a great benefit to me.—J. E. Rush, Crandon, S. D.

A PERSON in the grain business cannot afford to be without the Grain Dealers Journal.—Frank M. Ward, mgr., Farmers Elvtr. Co., Craig, Mo.

NO GRAIN DEALER should be without the Grain Dealers Journal, as it contains bushels of information concerning the grain trade.—B. A. Knutson, Gary, Minn.

NO GRAIN dealer has complained of being fleeced by a mercantile agency for several months, and we are wondering if the Bristol Mercantile Agency has gone out of business, or whether the grain dealers have stopped patronizing it. A big St. Louis agency, which always collected an earnest fee, captured an army of suckers, but fortunately for the grain trade, they were mostly found in other lines of business.

Harbour Commissioners of Montreal Elevator No. 2

Of the North American Sea Ports Montreal ranks second only to New York City in volume of marine traffic. A large part of the Montreal export traffic is grain, principally wheat, from Western Canadian provinces.

Prior to 1910 the export grain handling equipment in Montreal Harbour consisted of a 1,000,000 bushel steel elevator, owned and operated by the Harbour Commissioners, adapted for unloading lake and canal vessels, but not designed for extensive railway traffic; a 1,100,000 bu. steel elevator owned and operated by the Montreal Warehousing Co. (a corporation subsidiary to the Grand Trunk Ry.), equipped for the unloading of both railroad cars and inland vessels; two obsolete wooden elevators, owned by the Canadian Pacific Ry. and since torn down; and a small fleet of floating transfer elevators of varying age and efficiency.

In the early part of 1910 the Harbour Commissioners of Montreal determined on the immediate construction of a new grain elevator of the highest class to provide (a) a rapid and efficient plan for the unloading of railway cars; (b) extensive additional capacity for quick unloading of lake vessels; (c) sufficient additional storage capacity to hold grain at the exporting point when advantageous to do so; (d) facilities for shipping grain from the new elevator, not only to the present vessel berths, but to others under course of planning.

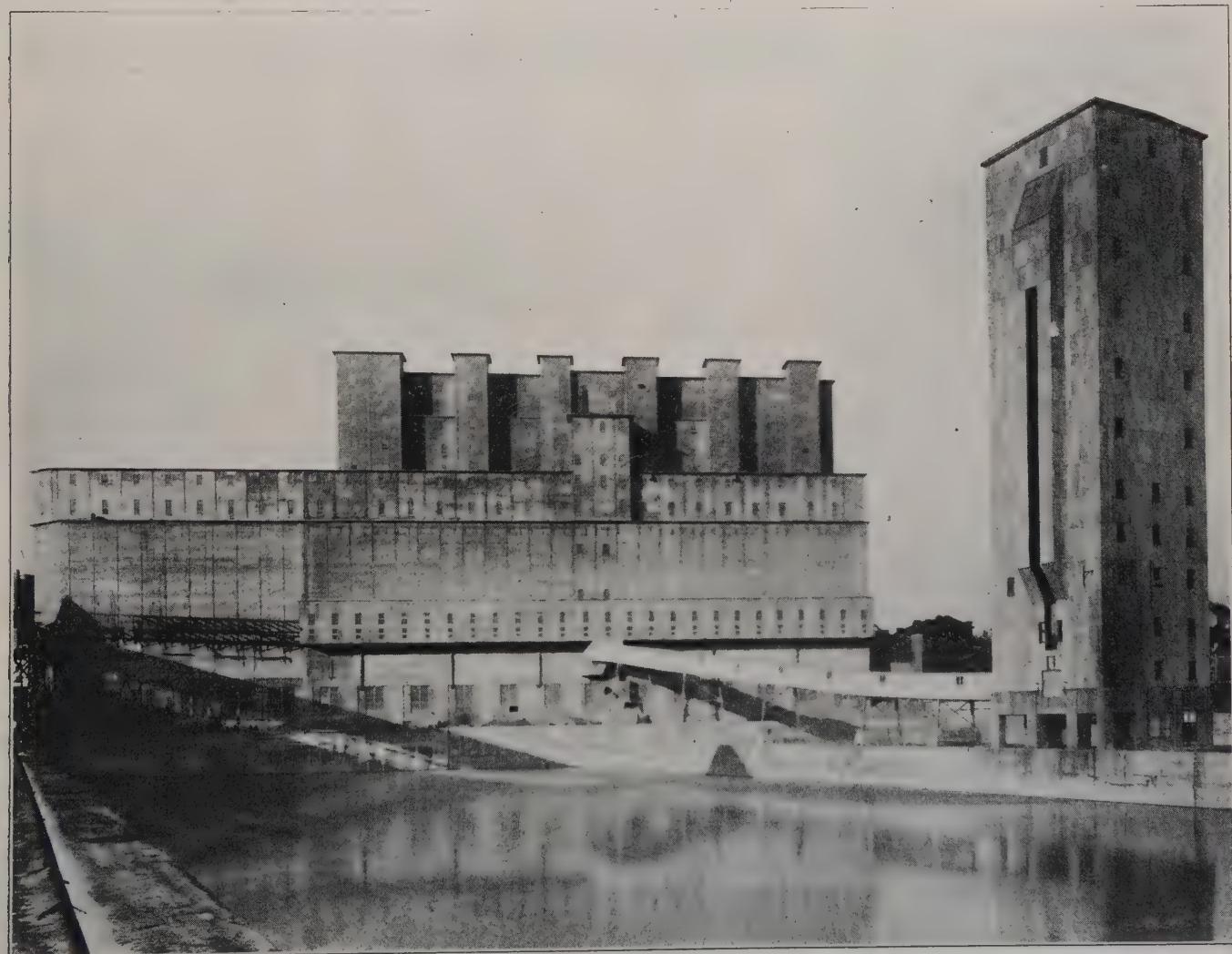
The elevator of 2,622,000 bu. capacity, including the storage addition which was ordered during the construction of the elevator proper was completed and put into operation in 1912.

The Harbour Commissioners retained John S. Metcalf Co., Limited, as their designing and constructing engineers for

the new elevator. This company were the engineers and builders of the Grand Trunk elevator in Montreal Harbour, and of the great export grain conveyor system belonging to the Commissioners. The instructions were to provide the best in structure, equipment and efficiency. The Commissioners were resolved that Montreal's export traffic in grain should not suffer through lack of facilities.

DIMENSIONS: Elevator No. 2, including the storage addition, is 456 feet long by 100 feet wide, and 220 feet high to the tops of the leg towers.

FOUNDATIONS: The elevator is built on filled ground on the river bank. The range of water level in the St. Lawrence at this point is approximately 25 feet. The rail elevation is at high-water level; but to provide for deep receiving pits it was necessary to carry a considerable portion of the excavation for the main elevator to a depth of 20 feet; accordingly the entire area of the main building was excavated to low-water level and 7,730 wooden piles were driven. On top of the piles a reinforced concrete slab 3 ft. 6 inches thick was laid, extend-



The 2,622,000-bushel Concrete Elevator No. 2 of Harbour Commissioners of Montreal. Marine Tower at Right.

ing over the entire foundation area. An idea of the foundation problem may be gained when it is known that loads as high as 1,270 tons had to be carried on some of the columns. Concrete piers and walls were built on top of the foundation slab and carried up to the track level. The track girders are of reinforced concrete, except over the receiving pits, where they are of steel. Boot tanks and track hoppers are of steel.

The 850,000 bushel storage addition is supported on 1,535 Simplex moulded reinforced concrete piles, the tops of which are about 4 ft. below base of rail. This method was possible under the storage portion of the elevator where no elevator legs are used because there were no deep pits required. The concrete foundation slab was placed directly on the concrete piles.

FIRST STORY: Four railroad tracks extend thru the entire elevator. The bin openings are 22 ft. 6 in. above the tracks. The columns supporting the bins are of reinforced concrete, about 24 ft. centers, in general, each way. Some of these columns are as large as 6½ ft. by 5½ ft. They are surmounted by the heavy concrete girders supporting the bins. These main girders are 5 ft. deep and 6½ ft. wide. The floor is of concrete except where steel gratings cover receiving hoppers and other grain openings. Curtain walls are of concrete, with a large area of fireproof windows. The track openings are closed by rolling steel doors.

BINS: The reinforced concrete bins are rectangular in form and 86 ft. deep. The bin walls are in general 8 ins. thick. Bin capacities range from 6,800 to 14,300 bus. The total number of bins, exclusive of shipping bins, is 278. Along the water side of the elevator the upper portion of each bin is used as a shipping bin. An intermediate concrete bin bottom is placed about mid-height of the bin, the upper portion of the bin discharging to the shipping conveyors and the lower portion being used for storage.

The bins were constructed by the use of moving forms raised by nuts working in jack castings attached to the forms, the nuts traveling on threaded rods set vertically in the concrete walls. Rapid progress was made in the building of the walls; the height of 86 feet in the storage addition was run in less than 14 days, day and night work.

The bin bottoms are of reinforced concrete, in part supported directly on the bin girders and in part suspended from them. Each bin opening is provided with a cast iron and steel revolving turnhead, with rack and pinion valve, opened and closed from the floor below.

CUPOLA: The cupola construction is a fine example of reinforced concrete. Columns, girders, floor and roof beams, wind bracing, stairs, curtain walls, floors and roofs are all of concrete. In fact, only in the case of machinery supports has structural steel played any important part. The lower sides of the floor and roof beams are cambered.

Curtain walls are 2½ ins. thick, supported at short intervals by concrete ribs connecting with the floor beams. The windows are of the fireproof type. The roof covering is of tar, felt and gravel, except on the leg towers, where the concrete is water-proofed and covering omitted. The cupola is 107 ft. high above the bin walls. Above the storage addition the cupola is but two stories high, as the only machinery above those bins is the conveyors and spouts for filling the bins.

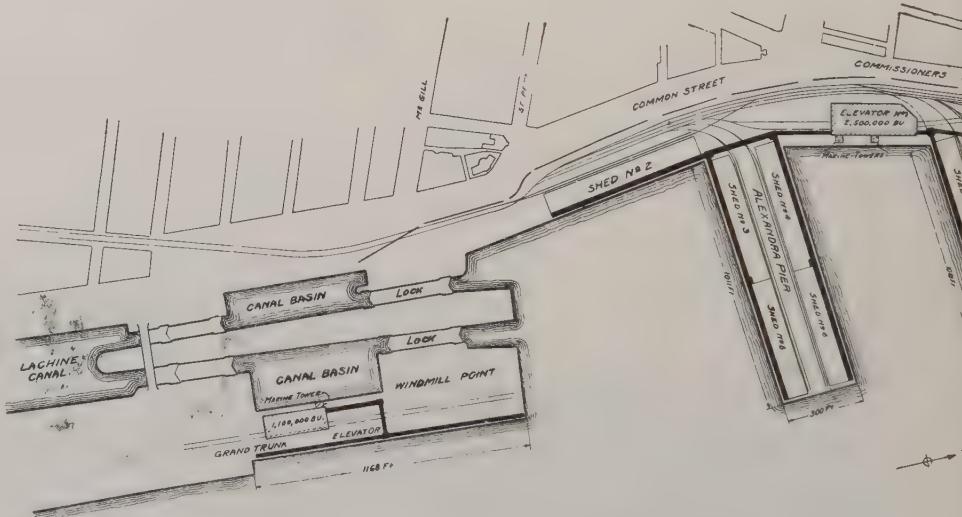
MARINE TOWER: A marine tower for unloading boats is placed on a jetty projecting into the neighboring slip. The tower is placed 340 feet from the elevator, so that two vessels may be unloaded simultaneously, one lying along each side of the jetty. It is built of structural steel, this material being adopted instead of concrete, because it is expected that in the event of the Georgian Bay Canal being built, and 600 ft. vessels being brot to Montreal for unloading, it may be desired to extend the jetty farther and move the tower to such a distance from shore that 600 ft. vessels may be unloaded without interference. As the shorter jetty is, however, better adapted to present congestion in the harbor, it has been adopted.

A steel gallery runs from the marine tower to the elevator, and contains the conveyor belts for taking grain received by boat to the elevator.

SHIPPING CONVEYOR GALLERIES: Study of the accompanying diagram will show the extensive system of shipping galleries. Those built in connection with Elevator No. 1 were two miles in extent. Those added in connection with Elevator No. 2 brings up the total to 2½ miles, using over ten miles of rubber conveyor belt. All galleries are of steel, with concrete floors and roofs and corrugated steel side-covering.

MISCELLANEOUS STRUCTURES: A reinforced concrete building is provided for a grain dryer and its boiler plant, and there is a similar structure for the transformers and switchboards.

EQUIPMENT: For receiving from cars there are four receiving tracks, 24 track hoppers and 12 receiving legs. Each leg is fed from two hoppers, one on each side, interlocking valves being used so that it is impossible for grain to reach the leg from more than one hopper at a time. Track hoppers are of large size, and a pair of power shovels is provided at each. Thus the unloading of a car on one side of the leg is independent of that on the opposite side, and unloading from both cars may proceed simultaneously, as the legs are of sufficient capacity (12,000 bus. per hour each) to elevate quickly the contents of either hopper as soon as the elevation of the contents of the other has been completed.



Plan of Montreal Harbor, Showing Location of the

The elevator will receive 240 cars in ten hours with the ordinary complement of men, and with extra men can increase this in emergencies. Cars are handled by heavy car-pullers using $\frac{3}{4}$ -in. wire cable. Each receiving elevator discharges to a 2,500 bushel garner over a 120,000-lb. Fairbanks Hopper Scale, whence the car-load is sent by spouts, or belt conveyors and spouts, to the desired bin.

RECEIVING FROM BOATS. The marine tower is equipped with two marine legs, each of 20,000 bus. hourly capacity on the dip. One leg operates on each side of the tower, so that two boats may be unloaded at the same time. The grain from the legs is weighed by two pairs of 6,000-lb. Fairbanks Continuous Automatic Weighing Machines. Complete ship shovel and clean-up apparatus, operated by air, and the best of equipment for raising and lowering the legs and adjusting them horizontally to the bottom of the boats is provided.

The marine legs are of steel, 115 ft. long, between centers of pulleys and are the longest marine legs ever constructed.

Two 40-in. belt conveyors carry the grain to the elevator, where two lofter legs elevate it to the cupola. There a system of 40-inch belt conveyors distributes it to the double-jointed spouts leading to the bins. The maximum hourly capacity for receiving from boats will be 40,000 bus.

DISTRIBUTING: Two reversible longitudinal conveyors in the cupola receive from the scales and distribute grain longitudinally of the elevator.

CLEANING: While Montreal is not a cleaning point, two large steel cleaning

machines are provided for emergency cleaning and separating.

SHIPPING TO CARS: Four car-loading spouts are provided so that cars may be loaded if desired. This sometimes becomes necessary in order to get grain to a winter port farther east after the port of Montreal has been closed.

SHIPPING TO OCEAN VESSELS: In connection with Elevator No. 1 the shipping conveyors served fourteen vessel berths on King Edward, Alexandra and Jacques Cartier Piers and the neighboring shore wharves. Five berths have been added on the new Victoria Pier.

The side shipping gallery of Elevator No. 2 contains six shipping conveyors. Two extend north to serve the Victoria Pier and four run south to connect with the conveyors to the present fourteen berths. It is possible for either elevator to ship to any of the nineteen berths.

The shipping system of Elevator No. 2 is served by five shipping legs, each with a capacity of 16,000 bus. per hour. The total shipping capacity of Elevator No. 2 starting with the shipping bins full, is 90,000 bus. hourly for ten hours. Grain for shipment by boat is weighed through five pairs of 5,000 lb. Fairbanks' Automatic Weighing Machines, each provided with automatic registers, printing devices and electrical counters in the weighman's office. As shipping to boats and receiving from boats are continuous operations, automatic scales are used for this work; but as it is necessary in receiving from cars to keep each car weight separate, hopper scales are employed for car receipts.

DRYING SYSTEM: A Hess Drying Plant with a capacity of 5,000 bus. per day is included in the equipment. This has a separate leg so that interference with the main receiving and shipping legs is avoided.

POWER: All power is supplied by electric motors of the induction type. In Elevator No. 2 marine tower and the new shipping galleries, the motors number eighty, the total being 4,680 horsepower.

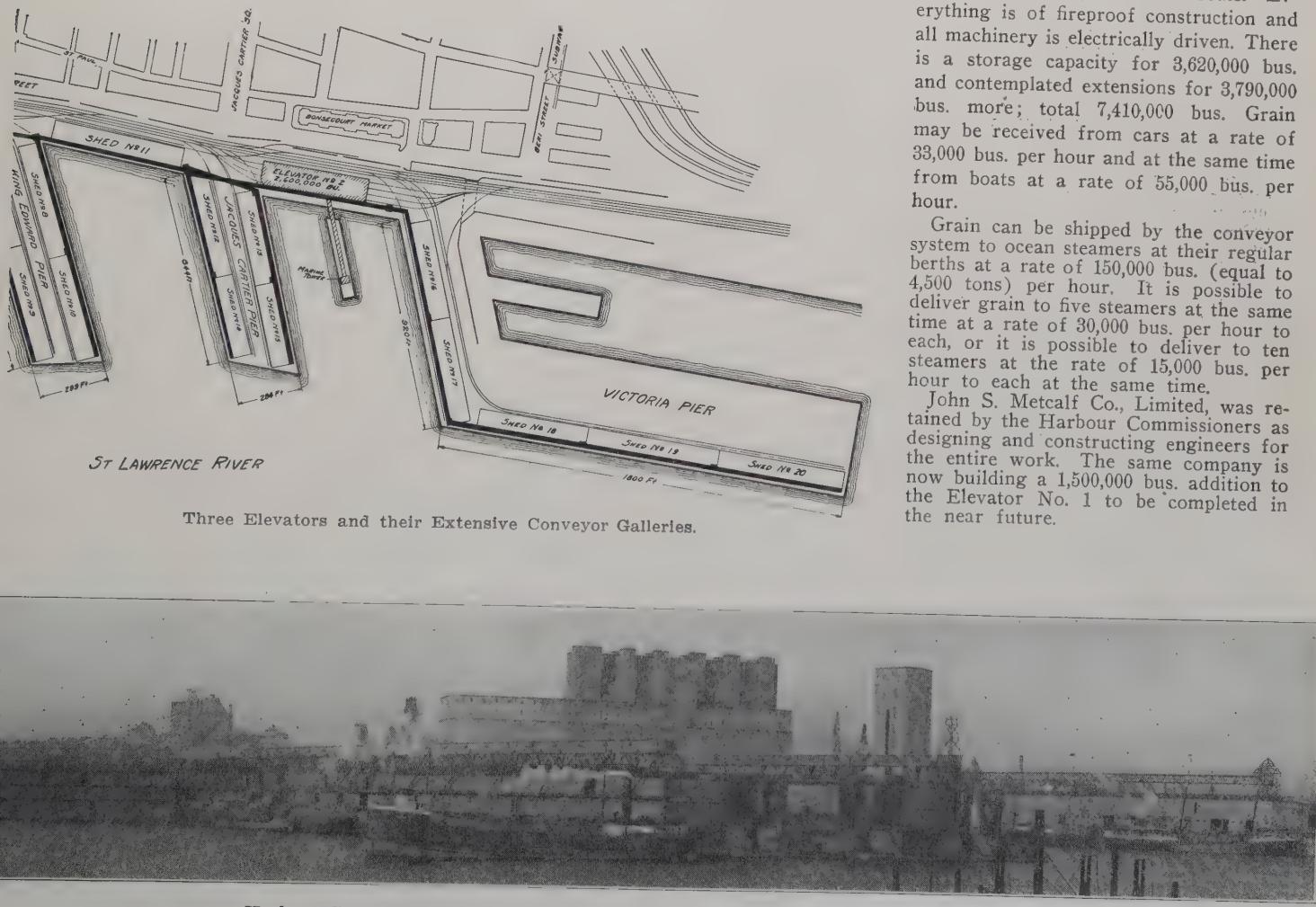
An ingenious and efficient system of electric signals controls the operation of elevator legs and shipping conveyors. When the extent of the shipping system is remembered, and the interconnection of the two elevators, it will be seen that the signal system, particularly for shipping, must be instantaneous and sure. Its design was accomplished with credit.

THE SYSTEM AS IT IS NOW: The Harbour Commissioners' grain storage and shipping system now consists of the following:

Two grain elevators, with two marine legs each and a conveyor system by which grain can be delivered from either elevator to any of the nineteen steamer berths. Each gallery contains two belt conveyors each of a capacity of 15,000 bus. per hour. At each berth there are about 15 vessel spouts which deliver the grain from conveyors to the boats. Everything is of fireproof construction and all machinery is electrically driven. There is a storage capacity for 3,620,000 bus. and contemplated extensions for 3,790,000 bus. more; total 7,410,000 bus. Grain may be received from cars at a rate of 33,000 bus. per hour and at the same time from boats at a rate of 55,000 bus. per hour.

Grain can be shipped by the conveyor system to ocean steamers at their regular berths at a rate of 150,000 bus. (equal to 4,500 tons) per hour. It is possible to deliver grain to five steamers at the same time at a rate of 30,000 bus. per hour to each, or it is possible to deliver to ten steamers at the rate of 15,000 bus. per hour to each at the same time.

John S. Metcalf Co., Limited, was retained by the Harbour Commissioners as designing and constructing engineers for the entire work. The same company is now building a 1,500,000 bus. addition to the Elevator No. 1 to be completed in the near future.



Three Elevators and their Extensive Conveyor Galleries.

Harbour Commissioners of Montreal Elevator No. 2 and Conveyor Galleries Over Piers.

Grain Trade News

ARKANSAS.

Wheatley, Ark.—The Wheatley Rice Mills incorporated; capital stock \$28,000.

CALIFORNIA.

Perkins, Cal.—A petition of involuntary bankruptcy has been filed against the Perkins Grain & Mfg. Co.

CANADA.

Tugaske, Sask.—M. McIssac is mgr. of the elvtr. of the Royal Elvtr. Co.

Melita, Man.—The Grain Growers Grain Co. has taken over the elvtr. of the Farmers Elvtr. Co.

La Fleche, Sask.—I am now with the Shepard Grain Co.—R. Emerson, formerly of Skyberg, Minn.

Edam, Sask.—The Saskatchewan Elvtr. Co. has selected site and will start work on an elvtr. at once.

Factoria, Sask.—Work has been started on the elvtr. of the Northland Mfg. Co. at this station. It will cost \$18,000.

Bertou, Man.—The elvtr. of Peter Broadfoot containing 30,000 bus. of grain recently collapsed. A new house will be built.

Lethbridge, Alta.—The elvtr. of the Farmers Elvtr. Co. is nearing completion and will be put into operation in a few days.

Humboldt, Sask.—The elvtr. and mill now under construction for the McNab Chubb Mfg. Co. will be completed and in operation within the next 10 days.

Fort William, Ont.—James Richardson & Sons are negotiating for Elvtrs. A and C of the Can. Pac. Ry. Co. at this port. They will buy the elvtrs., but the railroad company will retain the land.

Fort William, Ont.—The new government elvtr. received five cars of grain on the 10th, the grain being taken in to test the scales. The house began to receive grain regularly on the 13th, and the official opening will occur at a later date.

Fort William, Ont.—The new 1,750,000-bu. terminal elvtr. of the Ft. William Elvtr. Co., Ltd., received its first grain Oct. 6. The house is of reinforced concrete and selected red brick and has the largest cleaning facilities at the head of the lakes. The plant includes a power house, working house, drier, track shed and storage house and cost \$700,000. Ninety thousand bus. of grain an hour can be unloaded, cleaned, weighed and reloaded into boats when the elvtr. is working at its full capacity.

Montreal, Que.—The Harbour Commissioners have posted the following tariffs to be charged at their elvtrs. in accordance with the terms of a by-law dated October, 1913: elevating into elvtr. and weighing grain ex-steamer or barge, 3/10c per bu.; delivery, 3/10c per bu.; storage in elvtr. up to 20 days free. For elevation of export grain ex-cars, 20 days' storage and delivery to ocean steamer over conveyor system, 9/10c per bu. On domestic grain, ex-cars, oats, elevation and 10 days' storage, 1/2c per bu.; all other grain, 3/4c per bu. Deliveries will not be made in lots of less than 1,000 bus. Storage on all grain ex-steamer, barge or cars, after the expiry of the free storage, 1/4c per bu. for each succeeding term of 10 days, or part thereof. The by-law also details rates for loading on cars, cleaning grain, turning and drying, and for winter storage.

WINNIPEG LETTER.

The Ogilvie Flour Mills Co., Ltd., is reported to have issued bonds for \$600,000 to cover the erection of its new mill and elvtr.

at Medicine Hat and a number of other elvtrs. in western Canada.

Altho the 85x55 ft. wing of the Grain Exchange, 8 stories high built of steel with concrete filling, has been finished and gives the exchange much additional room, the Trade & Building Ass'n, owners of the building, has bot another lot and will build another wing for the accommodation of the exchange members.

All of the terminal grain men of this city played host to the members of the Bankers Ass'n who were recently guests of the terminal elvtr. companies. A tour of the lake front at Ft. William and the inspection of the actual handling of grain upon its arrival, and of the new government elvtr. were included in the day's program of entertainment.

The 1,000,000-bu. steel and concrete elvtr. of the Can. Pac. Ry. Co., completed less than a month ago and filled to capacity with wheat, sank steadily for 12 hours, Oct. 18, and is now tilted at an angle of 30 degrees, the foundations having sunk 20 ft. The cupola collapsed at midnight and relieved the strain on the sinking foundations. All of the machinery for the removal of the grain from the huge bins has been destroyed and it is a question how the contents will be removed. It is believed that the foundations were undermined by quicksand.

The council of the Grain Exchange has recently posted the following notice: "It will be uncommercial conduct on the part of members operating private terminals to take grain into their elvtrs. for which they have not received the sanction of the owners of the grain; further, all members are guilty of uncommercial conduct if they transfer other members' cars of grain to private terminal elvtrs. without permission of the owners of the grain." A number of complaints in regard to transactions of this nature are reported to have been received by the exchange.

COLORADO.

Johnstown, Colo.—We are putting in a 3 stand roll for the grinding of feed.—The Johnstown Mill & Elvtr. Co.

IDAHO.

Midvale, Ida.—The Farmers Union Warehouse & Elvtr. Co. contemplates an addition to its warehouse for the storage of grain.

Idaho Falls, Ida.—The Farmers Grain & Produce Co. has been organized to take over the interest of the Farmers Co-operative Ass'n. The new company is capitalized at \$25,000 and has let contract for a warehouse addition to the elvtr. H. H. Payne of Pocatello will be mgr. J. H. Fullenwider, E. Dixon, A. A. Alexander and F. H. Torrnaton, besides Mr. Payne are interested. The company bot the old elvtr. of the Farmers Co-operative Ass'n and is overhauling it, putting a new basement under it.

ILLINOIS.

Peoria, Ill.—Horace Clark & Sons have bot a 10-ton ball bearing scale.

Cisco, Ill.—The Farmers Elvtr. Co. has completed its 20,000-bu. addition to the elvtr.

Casner, Ill.—Chapman Bros. are remodeling one of their elvtrs.—Hayden Veech, Longcreek.

Lotus, Ill.—The elvtrs. of the Farmers Elvtr. Co.'s at this station and at Osman were sold recently.—J. J. Stack, Glenavon.

Peoria, Ill.—Guy Luke has applied for membership in the Board of Trade.

Kemp, Ill.—We are installing a 1500-bu. Avery Automatic Scale.—Cuppy & Munson.

Gifford, Ill.—Henry Fiske has accepted a position in the elvtr. of Pierce & Hamilton.

Colfax, Ill.—E. S. Lyons, formerly pres., will succeed me as mgr. of the Colfax Grain Co.—Robt. W. Leetch.

Carthage, Ill.—J. M. Berry, a grain dealer, died Oct. 10, at the age of seventy-nine years.

Deer Creek, Ill.—A. J. Naffziger is now mgr. for the Farmers Grain, L. S. & Coal Ass'n.

Greenvale, Ill.—Geo. Rayburn, agt. for the Central Illinois Grain Co., died recently.

Prophetstown, Ill.—J. E. Frary & Son have installed new platform scales and now have two sets of this kind.

Mason City, Ill.—J. A. McCreery has bot 2 4-ton Howe Wawon Scales for his elvtrs. on the new C. & N. W. R. R.

Decatur, Ill.—Raymond Augur has succeeded Bert Muthersbaugh as corn buyer for the A. E. Staley Mfg. Co.

Momence, Ill.—The Farmers Grain Co. is being organized to take over the business of W. H. Watson, who is building an elvtr.

Lotus, Ill.—Lotus Grain & Coal Co. incorporated; capital stock \$7,000; incorporators, F. A. Williams, Chas. Hinton and J. E. Smith.

Beason, Ill.—We are installing an automatic scale, building a new driveway and overhauling the machinery in our elvtr.—Crow Grain Co.

Watseka, Ill.—F. D. Seiller has been in charge of the elvtr. of the R. F. Cummings Grain Co. during the absence of mgr. Thos. McSorley.

Clinton, Ill.—W. L. Lane is equipping his elvtr. with new machinery from the Union Iron Works. The Decatur Constr. Co. is doing the work.

Woodland, Ill.—W. C. Bishop has succeeded F. V. Thompson as mgr. for the Farmers Elvtr. Co. Mr. Bishop was mgr. for the company 2 years ago.

Parkland, Ill.—The Smith-Hippen Co. is painting its elvtr. and storage tank and rebuilding its corn cribs.—A. R. Harbaugh, mgr. Smith-Hippen Co., Manitowoc.

Momence, Ill.—Our firm will be changed about Jan. 1 to Hess Bros. Mr. Garrett will retire and John Hess of Lake Village, Ind., will take his place.—Hess & Garrett.

Blackland sta., Boddy p. o., Ill.—E. W. Jokisch is replacing the wooden covering of his elvtr. with ingot iron roofing and siding. The Decatur Construction Co. has the contract.

Mackinaw, Ill.—Frank Walker of the Walker, Viemont & Sparks Grain Co., was seriously injured Oct. 9, when the horse he was riding stumbled and threw him over its head.

Chatham, Ill.—The elvtr. of H. E. Ensley burned Oct. 7. The blaze spread to a neighboring lumber yard and the total loss is placed at \$15,000, partially covered by insurance.

Cropsey, Ill.—The following officers were elected Oct. 14, at the annual meeting of the Cropsey Elvtr. Co.: E. B. Meeker, pres., J. T. Fox, vice-pres., Adam Brucker, treas., and C. H. Pratt, sec'y.

Manhattan, Ill.—The Manhattan Grain Co. held its first annual meeting Oct. 15 at a banquet tendered by the company to the stockholders and their families, over 700 being present.

Streator, Ill.—A private elvtr. on the farm of W. M. Sheibley and an oat bin containing 4,500 bus. of oats burned Oct. 15; loss \$6,000, partially covered by insurance. The fire was caused by sparks from a passing C. & A. engine.

Jenkins Switch, Clinton p. o., Ill.—The Jenkins Grain Co. has been dissolved by mutual consent. The elvtr. of the company burned in Jan., 1912, and has not been rebuilt.

Rochelle, Ill.—The Armour Grain Co. has opened an office in this city with C. J. Chronister in charge. H. Downey, auditor for the Neola Elvtr. Co., will have headquarters in the same office.

Ocaya, Ill.—W. A. Marsh, sec'y of the Farmers Elvtr. Co., will be in charge of the elvtr. of the company during the absence of Mgr. P. A. Grotewalt, who will spend a month in sunny California.

Filson, Ill.—The elvtr. which I leased last year is owned by Wm. Riley of Tuscola and is now leased by the National Elvtr Co., which owns and operates the only other elvtr. at this station.—John McCarty.

Midland City, Ill.—The elvtr. of Geo. M. McElhiney, containing 10,000 bus. of oats, burned at 9:37 a. m., Oct. 14. The fire was caused by sparks from a passing engine, starting in a cornice on the roof. The loss is placed at \$10,000.

Springfield, Ill.—Our elvtr. did not burn Oct. 4, as reported. It was our large hay house which burned to the ground; loss \$10,000. With our large warehouse capacity we have not been crippled in any way.—Wiedlocher & Sons.

Decatur, Ill.—F. P. Smith & Co. will be located in the Wait Bldg. and will do only a cash grain business. The firm has a membership in the Chicago Board of Trade. L. E. Duncan will have charge of the business for the present.

Allen, no p. o., Ill.—The recently organized Farmers Elvtr. Co. is building a 30,000-bu. elvtr. Officers of the company are H. I. Ingersol, pres., Henry Hiller, vice-pres., Henry Warner, sec'y-treas. This station is near San Jose.

Lodge sta., Monticello p. o., Ill.—Roy Jones & Co. will build a 25,000-bu. elvtr. to replace the old house. The building will be covered with galvanized iron and up-to-date in every respect. The Decatur Construction Co. has the contract.

Mattoon, Ill.—Stockholders of the Mattoon Farmers Grain Co. held a meeting Oct. 18, at which time it was expected the company would be dissolved, but the vote on the resolution to dissolve failed to pass by 13½ votes. Final action in the matter will be taken at a meeting to be held later on.

Kewanee, Ill.—Geo. S. Dole has been unable to find a suitable site for his elvtr., which is operated by W. E. Cavanaugh. The elvtr. will have to be moved from its present site before spring to make room for the new C. B. & Q. depot. Unless a satisfactory site is found soon Mr. Dole will probably wreck the house.

Glenavon, Ill.—I have bot the elvtr. of the Glenavon Grain Co. and am in possession. The old company became hopelessly involved and were compelled to sell. The only other elvtr. here is owned by L. J. West and is now in the hands of a receiver and not in operation. I will operate my elvtr. myself.—J. J. Stack.

Hinsboro, Ill.—J. H. Barnhart of Danville has been appointed by the U. S. District Court as receiver for the Eversole Co., pending bankrupt proceedings. F. T. Hanks of the 1st Natl. Bank has been appointed local custodian. The liabilities of the old and new firm are placed at \$75,000 and the decision of the referee in bankruptcy will be given in a few days.

Decatur, Ill.—W. H. Conley, of Lincoln, Carl Quigley and Bert Muthersbaugh, of Decatur, have associated themselves under the firm name of Conley, Quigley & Co., and will handle the Ware & Leland wire and do a general cash grain business at Lincoln, Clinton and Decatur. W. H. Conley holds a membership on the Chicago Board of Trade and will have charge of the Lincoln office. Mr. Muthersbaugh, formerly corn buyer for A. E. Staley Mfg. Co., and Mr. Quigley, for many years an operator in the Ware & Leland office here, will have charge of the Decatur office.

Receipts of grain at Peoria during September included 90,500 bus. of wheat, 1,546,915 of corn, 966,900 of oats, 239,600 of barley and 67,200 bus. of rye; compared with 147,000 of wheat, 1,937,046 of corn, 906,612 of oats, 230,644 of barley and 105,800 bus. of corn received during September, 1912. Shipments for the month included 66,500 bus. of wheat, 578,676 of corn, 902,942 of oats, 93,960 of barley and 61,800 of rye; compared with 117,000 bus. of wheat, 1,710,657 of corn, 814,072 of oats, 56,561 of barley and 26,400 bus. of rye shipped in September, 1912.—John R. Lofgren, sec'y Board of Trade.

Peoria, Ill.—James Monroe Quinn, one of the oldest members of the Board of Trade, senior member of J. M. Quinn & Co., died at 7:30 p. m., Oct. 9, after a month's illness. Mr. Quinn was 82 years old and had been in the grain commission business in this city since 1872. He served as second vice-pres. of the exchange in 1884, again in 1894 and 1896. In 1895 he was first vice-pres. and in 1897 was elected pres. When his death was announced on the Board of Trade, Pres. Ridge appointed a com'ite on resolutions composed of A. G. Tyng, T. A. Crier and P. B. Miles, who have long been associates of Mr. Quinn on the Board.

Springfield, Ill.—Lee G. Metcalf and U. J. Sinclair have been appointed to represent the grain shippers of the state on a com'ite to consider the matter of rules for switching cars at junction points. The state railroad and warehouse commission suggested that a com'ite of this kind, representing the various interests, be appointed when the matter was brot up for a hearing at a recent meeting of the commission in Chicago. Members of the I. G. D. A. are especially requested to write to Sec'y Strong in regard to the service at their junction, stating whether it is entirely satisfactory and if not what is the trouble, suggesting a remedy for it.

East St. Louis, Ill.—The Advance Elvtr., a public house operated by the C. H. Albers Com'sn Co. of St. Louis, burned at 10 p. m., Oct. 19. The elvtr. had a capacity of 600,000 bus. and containing at the time of the fire 250,000 bus. of wheat, 150,000 of oats and 75,000 of barley, the most of the grain belonging to Illinois farmers. The blaze started in the elvtr. which stands on the bank of the river and spread to the warehouses of the C. & A., B. & O., and the Clover Leaf companies, and did great damage in the terminal yards of the railroads. About midnight the elvtr. burst and the burning ruins and much of the grain slid into the river. The loss on the elvtr. and contents is total, the insurance on the building amounted to \$152,500, while \$266,000 was carried on the grain, making the total insurance \$418,500.

CHICAGO NOTES.

B. S. Wilson Co. incorporated to deal in grain and farm products; capital stock \$50,000; Levin A. Rice, John Uhrig and Victor S. Rice, incorporators.

It is said that Mark Bates, who was expelled for permitting Frank M. Bunch to use his name in cross trades, will apply for readmission to the Board of Trade.

Robert M. Ballantine, formerly active in the Board of Trade as a broker for Couselman & Co., Armour Grain Co. and other firms, died Oct. 21 at St. Luke's Hospital, at the age of 63.

S. Thompson of Indianapolis, Ind., R. W. McKinnon and T. J. Brosnahan have organized a new firm with offices in the Rookery Bldg. They will operate as Thompson & McKinnon.

Chas. M. Howe, one of the oldest members of the Board of Trade, died Oct. 11 at the age of 68. He was at one time connected with Poole & Sherman but retired from active business several years ago.

The proposed rule of the Board of Trade providing for the delivery of track grain on contracts during the last 3 business days of the month, which was printed in full on page 455 of the Sept. 25 number of the Journal, will be voted upon by the members of the Board, Oct. 29.

Thos. S. Williams and Willis Counselman have engaged in the grain, hay and seed business under the firm name of Thos. S. Williams & Co. The new firm will handle consignments as well as buy grain on track.

CHICAGO CALLERS: T. F. Norton, Minneapolis, Minn.; Sam D. Thomas, Chief Inspector Baltimore Chamber of Commerce, Baltimore, Md.; D. C. Kolp, Oklahoma City, Okla.; C. J. Bader, mgr. Penrose Elvtr. Co., Penrose Sta., Mendota p. o., Ill.

J. J. Townsend & Co. have announced that the only changes in the firm will be the admission of C. D. Townsend to succeed the late J. J. Townsend and W. F. Burrows, Jr., to succeed Clinton B. Wiser, who resigned. David Christie and Ray F. Hyman are the other members of the firm.

The elvtr. and malt house of the Northwestern Brewery Co., containing a large amount of grain and malt, burned Oct. 14; loss \$25,000. The building was insured but no insurance was carried on the stock. The fire started on the first floor of the building and spread rapidly. The plant will be rebuilt.

Chester S. Blackman, an active member of the Board of Trade for 39 years, died Oct. 22. Mr. Blackman joined the exchange in 1874 and for the last 35 years has been in the grain business exclusively, with offices in the Board of Trade Bldg. He has been in failing health for the last 2 years.

The first shipment of Canadian oats to reach this market arrived Oct. 16 on the steamer Yale, consigned to Ames-Brooks of Duluth and reconsigned to the J. Rosenbaum Grain Co. The shipment contained 300,000 bus. of which 100,000 bus. graded standard, and the duty amounted to \$18,000. This is the first cargo of Canadian oats to reach this market.

Orren G. Smith, Selden F. White, Ralph M. Lebarthe, and Morton L. Conley have applied for membership in the Board of Trade. C. E. Hunting, L. F. Kidder, G. H. Bryant, R. C. Baldwin, H. I. Baldwin and L. F. Evans have been admitted to membership and the memberships of Jacob M. Oppenheimer and Rudolph B. Schneider have been posted for transfer. Memberships are quoted at \$2,200 net to buyer.

The first shipment of new corn to this market consisted of 2 cars and arrived Oct. 15. One car was consigned to Walter Fitch & Co. from Carlton, Ill., which inspected sample grade white and tested 27.60% moisture. It is reported to have sold at 55c. The other car was consigned to J. P. Griffin & Co. from DeKalb county, inspected sample grade mixed, tested 31% moisture and sold for 51c. The first corn to arrive in 1912 was received Oct. 17 and was also from Illinois.

The Hamilton Storage Co. has given the Witherspoon-Englar Co. a contract for the erection of 25 circular storage bins 18 ft. 9 in. in diameter and 79 ft. 6 in. high, having a total capacity of 500,000 bus. These bins will be built near the Pennsylvania Lines Elevator at 57th and Leavitt Streets and will be connected with that elevator by three overhead conveyor galleries and three conveyor tunnels. Two of the underground conveyors will deliver grain to the shipping leg, and one conveyor to the receiving leg. Work will be commenced at once.

Dockage on spring wheat will probably be established by the Illinois Railroad and Warehouse Commission in response to a petition presented by cash grain handlers Oct. 22, and approved by the Grain Com'ite of the Chicago Board of Trade, as follows: Spring wheat, which if cleaned would be good enough to grade No. 1 Hard, No. 1 or No. 2 Northern, No. 1 or No. 2 Velvet Chaff and No. 1 or No. 2 Durum, shall be given these grades subject to a dockage per bushel equal to the weight of the dirt, seeds and foreign grain that would have to be removed by cleaning in order to entitle the wheat to the grade given it. The dockage to be ascertained in the customary manner by the use of sieves.

Frank J. Delany has purchased the elvtr. at Cragin, Ill., owned by the F. F. Bullen Branch of the American Malting Co., and will operate it under the name of Cragin Elvtrs. Co., which was recently incorporated for \$50,000. The plant will be remodeled.

The Appellate Court on Oct. 14 reversed the 3-year-old decision of Judge Windes of the Superior Court, in the case of A. J. Cutler vs. C. W. Pardridge, and a retrial will be necessary. The suit, brot 20 years ago by Mr. Cutler, involved, at that time, \$68,000 which he sought to recover from Pardridge, alleging losses to that amount. It has gone thru the superior court to the state supreme court and back to the superior court and the amount now involved includes interest to date and amounts to \$150,000. The present decision is a victory for Mr. Cutler.

Supplies of timothy hay moderate, with little No. 1 to choice timothy on our market, and feeling on these grades very firm. Medium grades a little more plentiful, but well taken care of at quotations. Hay that is damaged or badly stained is dull, and selling at unsatisfactory prices. We feel friendly to the market. Do not look for excessive receipts, at least until after corn husking is over. Supplies of prairie have been running rather liberal. The bulk of the hay has been Nebraska. Fresh advises of this class of hay, though, are light, and look for a better market on feeding wild hay as soon as the accumulation here is cleaned up.—W. R. Mumford & Co.

INDIANA.

Otterbein, Ind.—The elvtr. of the Otterbein Grain Co. has been sold.

Wyatt, Ind.—I expect to take my son, Harry, into partnership, Jan. 1.—N. L. Layer.

Rensselaer, Ind.—Babcock & Hopkins have installed a new 150-h.p. boiler in their transfer elvtr.

Decatur, Ind.—The Bowere-Niblick Grain Co. has increased its capital stock from \$10,000 to \$15,000.

La Crosse, Ind.—The Farmers Elvtr. Co. will equip its elvtr. with 3 Hall Signaling Grain Distributors.

Lyons, Ind.—I have sold my interest in the elvtr. of Morgan & Church to John T. Morgan.—C. W. Church.

Bluffton, Ind.—We will remodel some of our houses next year.—D. E. Studabaker of Studabaker Grain & Seed Co.

Freetown, Ind.—We have succeeded the Acton Mfg. Co., which succeeded the Wolf Mfg. Co.—O. F. Brewer Mfg. Co.

North Manchester, Ind.—Bud Felter, who recently fell down the elvtr. shaft in the local elvtr., died from the injuries sustained.

Albright sta., Plainville p. o., Ind.—I have just started in business here; have no elvtr. Will scoop this winter but not longer.—U. G. Barnes.

Wolcottville, Ind.—The elvtr. recently bot by F. M. Smith was formerly owned by H. C. Brown, who has been in the grain business here for 18 years.

Corydon, Ind.—Thomas & Hickman have succeeded Thomas & O'Connor, proprietors of the Corydon Elvtr. Co., Mr. Hickman buying the interest of Mr. O'Connor.

Indianapolis, Ind.—The Board of Trade has paid a dividend of 1 1/2%, passed \$2 a member to the mortuary fund and retired \$2,000 of the outstanding preferred stock.

Keystone, Ind.—F. E. Haller of the Montpelier Mill & Grain Co. has bot the elvtr. of D. M. Light & Bros. and will take possession Nov. 1, operating as the Keystone Grain Co.

Manilla, Ind.—The Mull Grain Co., which has a cob burner at the elvtr. here, is erecting three cob burners at Morristown, Gwynneville and Ray's Crossing, on an improved plan. Altho only 13 ft. 4 ins. inside diameter, these burners will have great capacity, the combustion of the cobs being aided by 72 grate bars.

La Fayette, Ind.—Wm. B. Foresman has been elected vice-pres. and mgr. of the Crabbs Reynolds Taylor Co., to succeed Bennett Taylor, who will retain his interest in the business, but will devote his time to other lines. Mr. Foresman was formerly traveling auditor for the company.

Carson, Ia.—The plant of the Carson Mill Co. burned at midnight Oct. 16 and is a total loss, with insurance of \$8,000 on the building and \$2,500 on stock.

Titonka, Ia.—O. V. Critz and A. Griffin of Riverside have taken over the elvtr. of the Iowa Grain Co. and will operate as the Titonka Grain Co. I will be manager.—O. V. Critz.

Ackley, Ia.—D. J. Peters has let contract for an elvtr. to be erected on the site of the elvtr. of B. P. Held, which burned Apr. 25. The new house is to be completed by Nov. 15 and will cost \$7,000.

Dike, Ia.—I did not accept the position of mgr. with the Farmers Supply Co. at Orchard, altho I fully expected to do so. I have not made definite plans as to the future at present.—R. N. Bagley, Jr.

Lake Park, Ia.—Theo. Sintd retired as mgr. of the Davenport Malt & Grain Co. at Davenport Oct. 1. He will remain there in the real estate business but will still retain his interest in the Theo. Sintd Grain Co. here.

Keosauqua, Ia.—Chas. Schreckengost has sold his elvtr. to James Gilchrist, who will use it for a coal warehouse. The grain in the building was sold to C. P. Whitney. Mr. Schreckengost will be out of the grain business for the present.

Batavia, Ia.—We will have our new elvtr. ready by Nov. 20. The Burrell Engineering and Constr. Co. has the contract. We operate as Koons, Walker & Peebles.—K., W. & F. The elvtr. will have a seed room 20x24 ft. and will cost \$5,000.

Osage, Ia.—The temporary organization of the Farmers Grain & Supply Co. was effected Oct. 6 and the following officers elected: Geo. Jeffries, pres., Peter Brockley, vice-pres., Wm. Rogers, treas., and Roy Fish, sec'y. The new company will have a capital stock of \$10,000.

Dallas sta., Perry p. o., Ia.—The report that an elvtr. was being built at this station is untrue. W. R. Grant of Perry writes: There is no elvtr. at this point on the Interurban. The farmers have a place built where they load grain into cars but that is all, just a loading station.

Coburg, Ia.—An attempt was made to burn the elevator of McGreer Bros. the night of Oct. 19. The lock in the door had been broken and coal oil was used to start the blaze. Fortunately the fire died out before much damage had been done. Effort is being made to find the incendiaries.

Waterloo, Ia.—I. D. McVicker has been appointed chairman of the program committee for the next state meeting of the Iowa Farmers Grain Dealers Ass'n which will be held in February. Messrs. Mereness, McManus and Sec'y Ray will assist him in arranging an interesting and instructive program.

Perry, Ia.—The elvtr. of the McCall Lbr. Co. is being wrecked and work on the new house will be commenced as soon as the site is clear. The new elvtr. will be up-to-date in every way and will be equipped with machinery of the latest style. The R. M. Van Ness Constr. Co. has the entire contract.

State Center, Ia.—The elvtr. of the Quaker Oats Co. has been completed and is receiving grain. The house is 32x40x64 ft. and cribbed to the height of 40 ft. with 2x6s and the balance of the way with 2x4s. The 12 bins have a capacity of 40,000 bush. and the most up-to-date machinery has been installed. The elvtr. is covered with sheet steel and cost \$10,000. It replaces the house burned June 4. Geo. E. Mead is mgr.

Des Moines, Ia.—Because Courtney H. Casebeer was in a hurry to get back to his desk after being hurt in an automobile accident, June 13, he has been compelled to undergo an operation on the injured arm and shoulder and will be laid up for some time. His left arm and shoulder were crushed and the bone shattered when the car turned turtle and the arm now refuses to remain in the shoulder socket and will be wired into place.

IOWA.

Rippey, Ia.—The elvtr. of S. E. Squires Grain Co. is being repaired.

Rolfe, Ia.—A corn sheller is being installed by the Updike Grain Co.

Stockport, Ia.—It is reported that a farmers elvtr. will be built at this station.

Burdette, Ia.—We have succeeded M. Gladstone & Newton.—Newton & Lukins.

Pella, Ia.—Farmers are discussing the organization of a company to build an elvtr.

Sibley, Ia.—The elvtr. and mill of the Sibley Mill Co. burned Aug. 28, will not be rebuilt.

Forest City, Ia.—E. P. Jeska of Jeska & Clausen has bot a lot and will build a house.

Little Rock, Ia.—Work has been started on the 10,000-bu. tank elvtr. of E. A. Brown.

Royal, Ia.—Chet. Wager has resigned as second man in the elvtr. of the Farmers Grain Co.

Dennison, Ia.—The Doud Mfg. Co. has built a new office near the recently completed elvtr.

Mt. Vernon, Ia.—D. E. Hedges and his son Charles have bot the elvtr. of the Western Elvtr. Co.

Bayard, Ia.—The Farmers Elvtr. Co. has covered its seed and feed house with galvanized corrugated iron.

Shell Rock, Ia.—We have installed a Monarch Ball Bearing Attrition Mill.—Shell Rock Grain & Milling Co.

Pierson, Ia.—We have remodeled our elvtr., approaches.—H. C. Reynolds, agt. Trans-Mississippi Grain Co.

Muscatine, Ia.—L. R. and B. L. McKee have bot the plant of J. A. Te Starke and will operate as McKee Bros.

Norwich, Ia.—Many farmers are interested in the organization of a company to build an elvtr. at this station.

Ellsworth, Ia.—The new elvtr. of Reynolds & Rude is nearing completion and will be in operation in a few days.

Boyden, Ia.—The Farmers Elvtr. Co. has painted its elvtr. and lumber sheds.—W. R. Smith, agt. Smith & Betts.

Irvington, Ia.—R. I. Sankey has been acting as mgr. of the Western Elvtr. Co. during the illness of mgr. Wm. A. Curtis.

Dedham, Ia.—The elvtrs. at this station were filled to the roof Oct. 4, and were compelled to shut down until cars arrived.

Kellogg, Ia.—Thos. A. Pfund, of Myrtle, Minn., will succeed Paul P. Paulson as mgr. of the Farmers Elvtr. Co., Nov. 1.—F. L. Phipps.

Chatsworth, Ia.—Fred Newell has succeeded me as agt. for J. J. Mullaney.—Ed Jorgensen, mgr. Equity Farmers Elvtr. Co., Garrison, N. D.

Ogden, Ia.—John Jensen & Co. have bot the elvtr. of the Reliance Elvtr. Co. and are now in possession. They will retain Martin Egleen as mgr.

Brandon, Ia.—The contract for the elvtr. of the recently incorporated Brandon Co-operative Exchange has been let to the Newell Constr. Co.

Keokuk, Ia.—We are figuring on the erection of 5 elvtrs. at C. B. & Q. stations in Iowa during the coming spring and summer.—O. A. Talbott Co.

Cherokee, Ia.—We have covered our oats house with galvanized steel roofing. C. W. North bot part of the Elmo S. Archer Elvtr. and moved it to his plant. He will use it to conduct a retail feed business and for grain. The balance of the Archer elvtr. has been torn down.—J. J. Mathews.

Odebolt, Ia.—We expect to rebuild the pop-corn crib burned Aug. 27, when the elvtr. of the Trans-Mississippi Grain Co. was destroyed. The crib was 200 ft. long and was about $\frac{1}{2}$ full of corn, our loss amounting to \$8,000, with \$7,000 insurance. We will put up a more substantial building in the near future.—Reuber & Bruce.

West Liberty, Ia.—Some miscreants gained entrance to our elvtr. Oct. 8 by crawling under the door of the driveway, which only comes within 6 in. of the approach. We always closed this opening with a board and one of the thieves must have been very small to get thru. Once inside it was an easy job, however, as the office is next to the driveway and has a door opening into it. The safe was not locked when we left but they evidently fooled with the combination and locked it. They did not try to blow it open and would have been disappointed if they had, for it contained just 7c. They ransacked the desk, however, and were rewarded with some cigars (handed us by the traveling fraternity members who have visited us during the last 2 months), a rain coat I had used for the last 12 years, a razor, a comb, pair of small shears and two pair of spectacles. It looks like the work of amateurs.—J. M. Addleman, for W. C. Addleman.

KANSAS.

Bloom, Kan.—Mr. Bailey is now mgr. for the Farmers Elvtr. Co.

Augusta, Kan.—C. J. Haines & Co. have built an addition to their elvtr.

Soldier, Kan.—T. B. West has bot the elvtr. of R. W. Conners.

Formosa, Kan.—The Farmers Union will build a 25,000-bu. elvtr.

St. John, Kan.—Jos. Eicker is now buying for the Rock Grain Co.

Miltonvale, Kan.—The Miltonvale Grain Co. has succeeded T. E. McFarland.—Fred Stanton.

Osage City, Kan.—The Osage City Grain & Elvtr. Co. has opened its new 15,000-bu. fireproof elvtr.

Argonia, Kan.—The office of the Pacific Elvtr. Co. will be rebuilt. It was burned some time ago.

Colby, Kan.—W. S. Ferguson has bot the elvtr. formerly operated by the Farmers Elvtr. & Coal Co.—M.

Clay Center, Kan.—D. P. Danielson of Morganville, has leased the Dowling Elvtr. and is now operating it.—M.

Courtland, Kan.—S. F. Miller of Fairbury recently bot the elvtr. of C. O. Ainsworth, which was sold at auction.

Damar, Kan.—The Damar Grain Co. has improved its elvtr. by replacing the wood pulley in the elvtr. head with an iron one.—M.

Halstead, Kan.—The Halstead Mfg. & Elvtr. Co. recently suspended operations for a few days to make needed repairs in the plant.

Washington, Kan.—E. McGregor and H. C. McNitt have formed a co-partnership to deal in grain and feed, making a specialty of carloads.

Silver Lake, Kan.—Geo. B. Harper will build a 30x50 ft. addition to his warehouse with concrete floor and will use it to store flour and feed.

Hannum sta., Concordia p. o., Kan.—D. Ramsey and W. E. Grim of Concordia are said to be interested in the erection of an elvtr. at this point.

Manchester, Kan.—An elvtr. company is being organized by the farmers of this vicinity and the business men of the town to build and operate an elvtr.

Brenham sta., Greensburg p. o., Kan.—We will operate from now on as the Brenham Merc. Co. instead of the Brenham Equity Exchange.—S. L. Gamble, mgr.

Gorham, Kan.—Farmers Grain & Merc. Co. incorporated; capital stock \$1,000; incorporators F. C. Ball, W. E. Benso, R. P. Mills, John Smith and E. P. Lamoree.

Corwin, Kan.—I am mgr. for the Arkansas City Mfg. Co., to whom I recently sold my interest in the elvtr.—G. E. McFarland, mgr., formerly prop. Corwin Grain Co.

Hudson, Kan.—The plant of the Stafford County Flour Mills Co., containing 27,000 bus. of wheat and 12,000 bus. of corn, burned at 6 a. m. Oct. 15; loss \$45,000, insurance \$40,000.

Mullinville, Kan.—The Equity Grain & Gen. Merc. Exchange incorporated; capital stock, \$8,000; incorporators, C. C. Austin, W. F. Snyder, H. W. Fromme, J. A. Sherer and Frank Burnett.

Arkansas City, Kan.—Willis Sitter, employed by the Arkansas City Mfg. Co., was severely injured recently when he was caught in a belt while standing on a step ladder to adjust it over the pulley.

Sylvia, Kan.—Geo. H. Detter, mgr. of the Farmers Elvtr. Co., was accidentally shot in the leg, Oct. 15, while on a hunting trip at Brownlee's Lake and died from the effects of the amputation of the leg.

Abilene, Kan.—At a meeting of cattle feeders in this city recently it was decided to take immediate steps to import a large quantity of Argentine corn for feeding purposes. A committee was appointed to investigate the matter.—E. P. A.

Clay Center, Kan.—The Farmers Elvtr. Co. has been made defendant in a suit brot by the Geary Mfg. & Elvtr. Co. of Geary, Okla., for breach of contract. The plaintiffs allege that the farmers company failed to deliver 2 cars of wheat in 1911 and ask damages for \$460.80.

Concordia, Kan.—We will rebuild the plant burned Oct. 3, at once but we will abandon the flour mill end of the business. Our loss amounted to \$15,000 and we had \$11,000 insurance in a mutual company and it was paid in full on the 6th. Stockholders will be required to add about 20% to their stock but everything will be in as good shape as it was before the fire.—John W. Taylor, mgr. Farmers Co-operative Mill & Elvtr. Co. The fire was caused by a friction clutch on the main shaft getting out of line.

Altho energetic efforts have been made to secure all the money required to supply the farmers of the drought-stricken counties of western Kansas with seed wheat, the fund is still considerably short. These farmers will require 96,000 bushels of seed wheat and this will cost about \$82,000. The Kansas Farmers Seed Wheat Club, organized about a month ago, is attempting to raise this amount of money and now has about \$25,000 on hand. The counties affected have had three successive crop failures because of droughts. They are almost exclusively wheat counties and if the farmers are not able to get seed now many of them will be forced to abandon their farms. The plan is to consider donations to the fund as loans to be secured by the notes of the farmers to draw 8 per cent interest payable August 1, 1914. When the money is collected back from the farmers it will be returned to the original contributors.—E. P. A.

TOPEKA LETTER.

The Hoyt-Blanchard Grain Co. has new offices over the Shawnee State Bank.

The Thos. Paige Mfg. Co. is reported to be contemplating the erection of a 100,000-bu. elvtr.

We have received several complaints from members of the Ass'n that the contents of the cars purchased outside of the state were not what they expected to receive, as most of it was sold on a basis of No. 2. In each instance we have investigated, the sellers confirmation of sale reads, "Our certified grades and weights." This means nothing. When making purchases of grain to be shipped from points outside of the state, it would be well to insist on official grades and weights. Practically all of the corn and oats coming into this territory originates in northern Iowa, northeast Nebraska, or South Dakota. Practically all of these shipments pass thru the Omaha, St. Joseph, Atchison, or Kansas City gateways, and in all probability will

be unloaded at one of these points in transit. All of these markets maintain inspection and weighing buros and furnish official certificates of weights and grades. When buying, demand official grades and weights and when there is reason to complain of grades and weights, advise this office, and an investigation will be made immediately and an endeavor made to locate the trouble.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

The following have been admitted to membership in the Kansas Grain Dealers Ass'n: Potts-Caldwell Elvtr. Co., Bookwalter, Nebr.; Kiro Mercantile Co., p. o. Silver Lake, Kans.; Russell Lumber Co., Gorham, Kans.; L. E. Warner, Fairview, Kans.; Farmers Elvtr. Co., Beloit, Kans.; G. A. Forsee, Falun, Kans.; Miltonvale, Grain Co., Miltonvale, Kans.; Greensburg Grain Co., Greensburg, Kans.; Golden Belt Elvtr. Co., Ellis, Kans.; C. J. Honer, Clonmel, Kans.; M. P. Theilen Grain Co., Lucas, Kans.; Onaga Lumber & Grain Co., Onaga, Kans.—E. J. Smiley, sec'y.

WICHITA LETTER.

The Moffatt Com'ns Co. has decided to discontinue its office here.—J. R. Harold, mgr.

R. W. Amerine has resigned as mgr. of the Millers Grain Co. and is succeeded by W. L. Brown. Mr. Amerine will be connected with the Blackwell Mill Co., Blackwell, Okla.

The U. S. Department of Agriculture has notified Sec'y Sherman of the Board of Trade that this city will be made the district center for the distribution of information by the weather buro and that the daily reports will include about 35 points in Oklahoma, Kansas, Texas, Colorado and New Mexico, in addition to the reports now received. The Board of Trade requested the additional service some time ago.

KENTUCKY.

Sharp sta., R. D. Benton, Ky.—My mill and elvtr. burned Oct. 4; total loss, no insurance. Will rebuild but have not decided on plans.—Joe Ely.

Pineville, Ky.—H. S. Bowling and Leslie N. Weller have bot the Pineville Feed & Grain Co. from Morris Euster, owner, and will operate under the old name.

Louisville, Ky.—Jos. P. Clemens, mgr. of the elvtr. of the Fleischmann Malting Co., died recently as the result of an operation. He was 56 years old and had been mgr. for many years, having charge when the plant was operated by the Kentucky Malt & Grain Co.

LOUISIANA.

Baldwin, La.—The corn shelling plant of Sims & Giles has been completed.

MARYLAND.

Baltimore, Md.—Gill & Fisher have chartered the steamship "Lerje" to carry 150,000 bus. of Canadian wheat to Santos, Brazil, which is the first shipment of wheat to that country from this port in 30 years.

Baltimore, Md.—The first shipment of ear corn to reach this market arrived Oct. 8, consigned to Robinson & Jackson from the nearby counties of the state. It was of excellent quality and in splendid condition, selling for \$8 per bbl. of 350 lbs.

MICHIGAN.

Lake Odessa, Mich.—The Lake Odessa Elvtr. Co. has been organized with a capital stock of \$5,000.

Auburn, Mich.—The Auburn Elvtr. Co. is building an addition to the elvtr. and will use it as an office.

St. Johns, Mich.—Marshall Pitts fell 12 ft. when the staging upon which he was standing in making repairs at the elvtr. of John Parr broke. No bones were broken, but he was badly shaken up and confined to his bed for some time.

Seneca, Mich.—The elvtr. of W. C. Hart, containing several thousand bus. of new cars, recently collapsed and is a total wreck.

Morenci, Mich.—We have overhauled our elvtr. and mill, installed new machinery and increased storage capacity.—Kellogg & Buck.

Bentley, Mich.—We have installed a heating plant in our elvtr. here and added a new bean room where 28 girls will be employed. A 6-ton wagon scale will also be installed.—Bromfield & Colvin.

Portland, Mich.—The Farmers Elvtr. Co. incorporated; capital stock \$15,000. The new company will probably operate the elvtr. formerly owned by F. S. Lockwood, which was sold at public auction in July.

Port Huron, Mich.—At a meeting of the Eastern Michigan Bean & Grain Dealers Ass'n held at the Hotel Herrington in this city, Oct. 9th, A. L. Chamberlain of Sandusky was elected pres., A. R. Thomas of Ead Axe, vice-pres., and Mr. Cash of Alma, sec'y. The officers are popular with the elvtr. trade in Michigan and are well qualified to carry on the work assigned them. The sec'y will soon open his office in Saginaw and devote his entire time to the ass'n work. We are sure that much benefit will be derived by the members of this ass'n, and we think that our membership will be greatly increased.—A Member.

MINNESOTA.

Arlington, Minn.—The elvtr. of the Security Elvtr. Co. will be closed.

Arlington, Minn.—Farmers are organizing an elvtr. company at this point.

Middle River, Minn.—I am now mgr. for the Hanson & Barzen Mfg. Co.—J. Phillipson.

Fergus Falls, Minn.—Thos. C. Hodgson, formerly state grain inspector, died recently.

Duluth, Minn.—T. H. McCrea has been admitted to membership in the Board of Trade.

Ihlen, Minn.—I am now mgr. of the Farmers Co-operative Stock Co.—Otto Johnson.

Madison, Minn.—H. H. Hattan is now agt. for the State Elvtr. Co.—Agt. Security Elvtr. Co.

Millville, Minn.—I have purchased the elvtr. of the Western Elvtr. Co.—T. W. McGuigan.

Iona, Minn.—We have bot the elvtr. of Reinke Bros.—C. W. Rathlisberger, agt. Eynes Bros.

Wanamingo, Minn.—The Farmers Elvtr. Co. has installed motors and now operates by electricity.

Castle Rock, Minn.—M. Lyfred has succeeded T. E. Norton as mgr. of the Farmers Elvtr. Co.

Cazenovia, Minn.—W. J. Dingler has succeeded C. G. Munce as mgr. of the Cazenovia Elvtr. Co.

Marshall, Minn.—C. W. Christensen is now mgr. for G. W. Van Dusen & Co.—Marshall Milling Co.

Hanley Falls, Minn.—The Farmers Elvtr. Co. was recently struck by lighting and burned to the ground.

Kenneth, Minn.—P. S. Reynolds is now mgr. for Greig & Zeeman.—W. V. Willey, mgr. Farmers Elvtr. Co.

Skyberg, Minn.—I have sold my elvtr. to M. B. McLaughlin of Austin.—R. Emerson, with Shepard Grain Co., La Fleche, Sask.

Sanborn, Minn.—The elvtr. of Bingham Bros., containing 6,000 bus. of grain, burned to the ground, Oct. 16; loss, \$6,000.

Maple Lake, Minn.—We have installed dump scales in our elvtr.—Henry Jude, agt. Atlantic Elvtr. Co.

Marietta, Minn.—New agts. at this station are: Peter Vorhies for the Security Elvtr. Co. and C. P. Konald for the J. B. Waters Grain Co.—F. L. Stone, mgr. Farmers Elvtr. Co.

Kiester, Minn.—Glenn Baker is now agt. for the Independent Grain & Lumber Co.—Wm. Koch, agt. Western Elvtr. Co.

Hayfield, Minn.—The elvtr. of the Amenia Elvtr. Co. has been opened with W. Z. Haight of Oakes, N. D., in charge.

Zumbro Falls, Minn.—The elvtrs. at this station were reported filled to capacity Oct. 14 with no cars available for shipment.

Le Roy, Minn.—Dump scales have been installed by the Hunting Elvtr. Co. and ourselves.—Fred L. Day, agt. Cargill Elvtr. Co.

Lakefield, Minn.—Frank Matteson is now agt. for the Bennett Grain Co. and W. F. Finch is managing our elvtr.—Farmers Elvtr. Co.

Arco, Minn. Our elvtr. has been painted. We handled 29 large cars of grain last month.—J. F. Kruger, mgr. Farmers Independent Elvtr. Co.

Center City, Minn.—I recently bot the elvtr. formerly operated by F. G. Lorens and will buy oats, mixed grain and potatoes.—A. L. Jonason.

Litchfield, Minn.—The Meeker County Farmers Co-operative Milling Ass'n and the Farmers & Merchants Elvtr. Co. have discontinued business.

Alexandria, Minn.—The Alexandria Mfg. Co. has succeeded Atwood Bros. & White. I am now agt. for the St. Anthony & Dakota Elvtr. Co.—H. S. Campbell.

Albert Lea, Minn.—Bungarden & Donovan are operating a 25,000-bu. elvtr. at this station with Mr. Donovan as mgr.—A. Speltz, Speltz Grain & Coal Co.

Mazeppa, Minn.—We have sold a half interest in our business to the R. E. Jones Co. of Wabasha and it is now operated as the R. E. Jones Co.—Theo. Maas & Co.

Madison, Minn.—The elvtr. of the McCarthy Bros. Com's'n Co., which was reported slightly damaged by lightning, in the October 10 number, burned to the ground.

Johnson, Minn.—The West Elvtr. Co. has succeeded the Duluth Elvtr. Co. Its officers are C. N. Evans, pres., J. M. Geheren, vice-pres., and Wm. Rixe, Jr., mgr.—Agt. Cargill Elvtr. Co.

Montevideo, Minn.—We have installed a cleaner in our elvtr. The Farmers Elvtr. Co. is now engaged in the grain business at this station with P. Rustad as mgr.—Person & Lee.

Lake City, Minn.—F. W. Phelps is out of the grain business at this station. The James A. Smith Elvtr. Co. is a new company here with H. W. Eastman as mgr.—Tennant & Hoyt Co.

Long Prairie, Minn.—C. F. Miller has bought the elvtr. of the Cargill Elvtr. Co., which is out of business at this station. He does not buy grain, dealing in potatoes.—Wm. Luth, agt. Erwin Elvtr. Co.

Holloway, Minn.—We have built a 10x60-ft. corn crib and the Northwestern Elvtr. Co. is building one. The elvtr. of the Winter-Truesell-Ames Co. has not been opened this year.—Farmers Elvtr. Co.

Pipestone, Minn.—I have sold my elvtr. and coal yards to I. L. Demaray of this city and C. G. Munce, formerly mgr. of Cazenovia Elvtr. Co., Cazenovia, and they will operate as Demaray & Munce.—O. P. Nason.

Milan, Minn.—New agts. at this station are: O. G. Moen for the Columbia Elvtr. Co., H. P. Hanson for the Monarch Elvtr. Co., and C. O. Christenson for the Crown Elvtr. Co.—C. A. Bystrom, mgr. Farmers Elvtr. Co.

Winthrop, Minn.—The Security Elvtr. Co. is not operating at this station at present, C. A. Malmquist & Co. succeeding them. I have been retained as mgr. for the new firm.—Carl Hagg, formerly mgr. for the Security Elvtr. Co.

Franklin, Minn.—The Citizens Mfg. Co. is rebuilding the plant burned in May, putting up a fireproof brick building to be completed Dec. 1. O. Johnson is agt. for the Farmers Elvtr. Co., which bot the elvtr. of the Security Elvtr. Co. last March.—Wm. Fox, agt. Independent Elvtr. Co.

Maynard, Minn.—The elvtrs. of the Duluth Elvtr. Co. and the New London Mfg. Co. are closed.—G. H. Hazen, agt. Northwestern Elvtr. Co.

Elbow Lake, Minn.—T. Ackerson is now agt. for the Atlantic Elvtr. Co. We will install new dump scales.—Otto E. Ostby, mgr. Farmers Independent Elvtr. Co.

Mahnomen, Minn.—We will install a feed grinding plant, cleaner and a larger engine. The Pisek Grain Co. will build an elvtr. here next year if crops warrant it.—J. M. Sluke, sec'y and mgr. Mahnomen Elvtr. Co.

Welcome, Minn.—The Farmers Elvtr. Co. has had a successful year, paying a dividend of 10% on the capital stock and a per cent on the grain marketed.—E. G. Ely, now mgr. Farmers Grain Co., Grand Meadow.

Humboldt, Minn.—The International Elvtr. Co. has succeeded McCabe Bros. The elvtr. of the Red Lake Falls Milling Co. is closed. J. D. Irving is buying for the Humboldt Elvtr. Co.—Herman Rath, agt. St. Anthony & Dakota Elvtr. Co.

Bellingham, Minn.—We now spout all our grain in our bins into hoppers and have installed a manlift. The Farmers Elvtr. Co. has built 2 new bins and the Northwestern Elvtr. Co. is putting in a new engine.—J. E. Kribs, agt., Inter-State Grain Co.

MINNEAPOLIS LETTER.

The estate of Geo. C. Smith, pres. of the Occident Elvtr. Co., who died Oct. 6, has been admitted to probate and is estimated at \$50,000.

Fire resulting from a "hot-box" in the cupola of the elvtr. of the Hauser & Sons Malting Co. completely destroyed the plant at 12 m. Oct. 9; loss \$30,000.

Thomas Cassidy, with C. E. Lewis & Co., was quietly married to Miss Caroline Fogg of St. Paul, Oct. 13, at St. Joseph, Mich., and gave his friends quite a surprise.

The directors of the Chamber of Commerce held their annual meeting recently and re-appointed John G. McHugh sec'y, E. S. Hughes ass't sec'y, Col. G. D. Rogers gen. counsel and C. T. Jaffary treas.

The first shipment of new corn to reach this market was consigned to the Quinn Shepherdson Co. from Sioux Center, Ia. It graded No. 3 yellow and was of good quality. The record for early arrivals of corn was broken this year.

The following have been admitted to membership in the Chamber of Commerce: C. W. Peterson, H. J. Bates, L. M. Abbey, M. M. McCabe, W. E. Mereness, E. R. Woodward, D. M. Baldwin, Jr., Harry E. Pence, Chas. W. Grafft, H. E. Stinchfield, Geo. J. Reed, James DeVeau.—John G. McHugh, sec'y.

Michael Kucherson, fell or jumped into grain bin No. 3 of the International Sugar Feed Co. Oct. 21, and was smothered by the grain in the bin. The bins are 30 ft. deep and empty into a hopper. They contain from 2 to 3 carloads and workmen walk on a raised platform above the bins, using a long fork to keep the grain stirred up and running into the hopper. The runways are protected by high boards and no explanation of the accident can be made. Fellow workmen missed him from the runway and investigation disclosed his body buried head downward in 30 ft. of grain. He was dead when taken from the bin.

Receipts of grain at Minneapolis during September included 16,283,670 bus. of wheat, 330,660 of corn, 3,764,630 of oats, 6,630,330 of barley and 1,056,610 bus. of rye; compared with 13,828,710 of wheat, 229,420 of corn, 2,052,890 of oats, 4,186,200 of barley and 1,085,230 bus. of rye received during September, 1912. Shipments for the month included 3,322,220 bus. of wheat, 252,940 of corn, 2,144,740 of oats, 3,958,890 of barley and 650,850 of rye; compared with 3,552,620 bus. of wheat, 119,830 of corn, 1,353,910 of oats, 3,204,350 of barley and 599,590 bus. of rye shipped in September, 1912.—John G. McHugh, sec'y Chamber of Commerce.

MISSOURI.

Chillicothe, Mo.—McCormick Bros. are conducting a grain business at this point.

Stanberry, Mo.—I have bot the elvtr. of the P. D. Blake Grain Co. and will operate as the J. H. Liggett Grain Co.—J. H. Liggett.

Springfield, Mo.—The Eisenmayer Milling Co. is building a 50,000-bu. reinforced concrete elvtr. New firms operating here are the Southwestern Flour & Grain Co. and Turner & McCracken.—Newton Grain Co.

KANSAS CITY LETTER.

Stockholders in the old Board of Trade Clearing Co. recently received a second dividend of \$118.

The Davidson Mill & Elvtr. Co. now operate the Southern Mill and Elvtr. formerly operated by the Snodgrass Grain Co.

The Moffatt Com'sn Co. will not discontinue its office in this city as erroneously reported in this column in the Oct. 10 number but will close its office at Wichita, Kan.

Geo. Stevenson, who recently bot the membership of John T. Snodgrass, has become associated with C. C. Andrews and they will operate as the Stevenson-Andrews Grain Co.

C. M. Woodward of the Western Grain Co. has bot the entire business of R. J. House, including the Dixie Mill and Elvtr. Mr. House was recently expelled from membership in the Board of Trade for mixing sand with corn chops.

M. C. Fears, Chief Grain Inspector for the state of Missouri, reports receipts on corn and wheat a little improved over last week with oats running about the same. The quality is very good, 75% grading No. 2 or better with a very small percentage of off grade.—E. P. A.

No decision has yet been reached in the campaign going on among the members of the Kansas City Board of Trade to leave their old quarters at Eighth and Wyandotte streets for the Lathrop Building further up town, which is just nearing completion. It is confidently expected that this matter will be settled soon, as the building plans must be changed in important respects if devoted to the board of trade and the owners are impatient of delay.—E. P. A.

Kansas City is today crowded for grain storage room as never before in its history, notwithstanding the prevalent opinion that the drouth of last summer depleted the wheat crop and left thousands of farms bare. This congestion comes in the face of the fact that during the past year the storage capacity of Kansas City elvtrs. was increased 20% by additions which have been built to 4 of the largest storage plants; the Chicago Great Western Elvtr., 550,000 bus.; Santa Fe Elvtr. "A," 1,000,000 bus.; Rock Island Elvtr., 750,000 bus., and the Wabash Elvtr., 300,000 bus., making the total increase in storage bus. 2,600,000. Last year the railroad yards of this city were blocked for weeks with cars of wheat that could not be moved and it was this condition, which had been witnessed in several preceding years, that led to the heavy increase in storage.—E. P. A.

The plant of the Southwestern Mfg. Co. burned at 2 a. m. Oct. 10; loss \$600,000, insurance \$400,000. It is thought that the fire was due to the electric current used to operate the mill. The blaze was discovered in an elvtr. in the cleaning room, shortly after work was resumed after a temporary shut down during a heavy electrical storm. The machinery failed to respond to the current when it was first turned on. The plants of the Ismert-Hinckle Mfg. Co. and the Bulte Mill of the Kansas Flour Mills Co. caught fire several times but were saved, altho they stood within 500 ft. of the burned structure. The 8 tile storage tanks, containing 200,000 bus. of wheat, and standing within 20 ft. of the fire, were unhurt and it is thought that the damage to their contents will be slight; 25,000 bus. of wheat in the tempering rooms were burned. Plans are being made to rebuild the plant. C. M. Hardenberg is local mgr.

Requisition papers have been asked by Governor Major, of the governor of New York, for the return of Harry W. Hodap of St. Louis, who is wanted for embezzlement of \$1,300 from a grain firm of this city. The alleged embezzlement occurred in February, 1910. Hodap was recently apprehended in New York City.

ST. LOUIS LETTER.

The St. Louis Grain Club held a special business meeting at a dinner in the Mercantile Club, Oct. 9.

Christian Foell, a member of the Merchants Exchange for over 50 years, died recently after a brief illness. He was 79 years old and had lived in this city for 61 years.

We have just opened an office in the Pierce Bldg. and I will be in charge. The Fort Worth office will be continued with Harry Johnson as mgr.—J. A. Bushfield, J. A. Bushfield & Co.

The directors of the Merchants Exchange are considering a plan similar to that in vogue at Chicago of safeguarding grain stored in private elvtrs. for holders of the Bs/L and warehouse receipts.

Thos. W. Davis, for more than 40 years reporter of markets on the Merchants Exchange, died Oct. 9 of cancer of the stomach after an illness of 9 months. He has been a member of the Exchange for the last 40 years.

The Circuit Court decided Oct. 20 in favor of Thos. Akin, defendant in a suit for \$78,731.81 bot by the receiver for Milliken & Spencer and growing out of a purchase of 850,000 bus. of wheat, sold to Cottin H. Spencer.

The following were recently admitted to membership in the Merchants Exchange: Jas. W. Griffin, Tilghman A. Bryant, Edward D. Bargery, W. C. Aulepp, Jr., J. E. Dixon, Ed. M. Garmon, J. B. Felkel, C. O. Gamble, A. F. Prange, J. H. Cordes, W. C. Stith, Edw. Drescher. The following memberships were transferred: L. Knebel, Wm. R. Jones, M. M. McKeen, W. A. Sisson, L. L. King, Felix E. Anderson, Jas. Campbell, Geo. Spieler, John J. Maslin, Guy W. Oliver, D. Cordes, Chas. W. Baum.—Eugene Smith, sec'y.

MONTANA.

Denton, Mont.—The Western Lumber & Elvtr. Co. will erect an elvtr. here

Townsend, Mont.—The Broadwater County Elvtr. Co. will build an elvtr.

Frenchtown, Mont.—The grain warehouse of Barrett & Bedard burned to the ground Sept. 26.

Plentywood, Mont.—J. V. Pappenfus has succeeded J. H. Karr as mgr. here.—Farmers Elvtr. Co.

Havre, Mont.—The elvtr. of the Farmers Co-operative Ass'n has been completed and is now in operation.

Bridger, Mont.—The Bridger Grain Co. has been organized and has leased a warehouse for the handling of grain.

Lewistown, Mont.—Chas. E. Lewis & Co. of Minneapolis have opened an office in this city with J. F. McCarthy in charge.

Deer Lodge, Mont.—The 35,000-bu. elvtr. of the Deer Lodge Elvtr. Co. has been completed and is now in operation. It is operated by electricity.

Dillon, Mont.—The contract for the elvtr. of the recently incorporated Beaverhead Elvtr. Co. has been let and work will be started at an early date.

Wilsall, Mont.—The Valley Grain Co. has built an elvtr. at this station. Schulte & Dall are mgrs. A. D. Trask is mgr. of the Hawkeye Elvtr. Co.—J. E. Olson, agt. Occident Elvtr. Co.

Choteau, Mont.—The elvtr. I am building at this station will have a capacity of 30,000 bus. and will be equipped with Fairbanks-Morse Gasoline Engine and Scales. The bins are hopper bottomed throughout and the house is on the Gt. Nor. R. R. I am building a new house of the same type at Bynum.—Olaf Brusven.

Fairview, Mont.—Fairview Co-operative Elvtr. Co. incorporated to operate elvtr. at Dore sta., N. D., Fairview p. o., Mont.; capital stock \$10,000; incorporators Chas. J. Hardy, A. D. Morrill and B. T. Grow.

Fairview, Mont.—The Fairview Mill Co. has completed an elvtr. and two more are under construction by the Farmers Elvtr. Co. and the Farmers Co-operative Grain Co. at this station.—Farmers Elvtr. Co.

Outlook, Mont.—The elvtr. of the Farmers Grain & Merc. Co. has been completed and grain will be taken in in a few days. J. H. Karr, formerly mgr. at Plentywood, is supt.—Farmers Elvtr. Co., Plentywood.

Kalispell, Mont.—The elvtr. we have built has a capacity of 35,000 bus. and is of cribbed construction. The equipment includes a dump scale and a double stand of 10x30 rolls for feed. Our entire plant is now on our ground with a private spur connecting with the Gt. Nor. Ry. We operate by electricity.—Bjorneby Bros. Mfg. Co.

NEBRASKA.

Hastings, Neb.—The Hastings Mfg. Co. has built a new office.

Wahoo, Neb.—Farmers are organizing an elvtr. company at this point.

Beatrice, Neb.—We are out of the grain business.—Nebraska Corn Products Co.

Madison, Neb.—The Hume-Robertson-Wycoff Co. has built an addition to its elvtr.

Dixon, Neb.—The farmers elvtr. company, which is being organized here, will build an elvtr.

Straussville, Neb.—The new elvtr. of the Farmers Elvtr. Co. will be entirely covered with iron.

Cambridge, Neb.—J. H. Carroll, mgr. of the Farmers Grain & L. S. Ass'n has been appointed postmaster.

Lincoln, Neb.—The Lincoln Mills Co. has been incorporated and will succeed H. O. Barber & Sons.

Eagle, Neb.—R. E. Allen has succeeded Wm. Sharp as mgr. for the Farmers Grain, Stock & Implement Co.

Omaha, Neb.—C. E. Kern, formerly with the Burke Grain Co. of St. Joseph, Mo., has opened a brokerage office in this city.

Edgar, Neb.—I am building a coal house and will do a general coal business in connection with my grain business.—C. D. McIlray.

Davenport, Neb.—I am building a flour and feed warehouse and will operate them in connection with my grain business.—C. D. McIlray.

Holdrege, Neb.—L. W. Bodman has bot the interest of F. W. Kiplinger in the McConaughy Grain Co. and will operate as Bodman-McConaughy Co.

Humphrey, Neb.—The Farmers Grain & Stock Co. recently suffered a small fire loss when a spark from a passing switch engine set fire to the shingle roof.

Omaha, Neb.—The first shipment of new corn at this market arrived Oct. 15, from Marne, Ia., graded No. 5 mixed, tested 18.60% moisture and sold at 66c.

Ainsworth, Neb.—Shrimpton Bros. have bot the plant of the Excelsior Mill & Elvtr. Co. and will operate under the name of the Shrimpton Mill & Grain Co. A new office building will be erected.

NEW ENGLAND.

Worcester, Mass.—J. Cushing & Co. will build a \$5,000 grain storehouse.

Vergennes, Vt.—Eugene G. Norton, for a number years in the grain business in this city, died recently at the age of 54.

Pawtuxet Valley, R. I.—The plant of the Forsyth Co. was entered by thieves recently and \$21.46 was taken from a small vault in the office. The vault was locked but was evidently opened with a false key. The plant was entered about a week before and a book of postage stamps taken.

Petersboro, N. H.—The elvtr. of Walbridge & Taylor is nearing completion.

Providence, R. I.—Geo. A. Whipple, for more than 30 years in the grain and hay business in this city, died Sept. 30, at the age of 89. He was connected with D. H. Leach in the grain business and was city weigher for a number of years.

Vernon, Mass.—Julius O. Frost, for many years in the grain and flour business, died after an illness of 3 weeks, Oct. 12, at the age of 74. He began his career as a traveling salesman for a grain and flour firm and later established an office of his own in Boston.

North Wilbraham, Mass.—In regard to the many reports as to our building, we would say that we are not building any grain elvtrs. at present. We have recently completed a storehouse at West Brookfield and are building another at Westfield. We do not contemplate moving our headquarters from this city, as reported. We have been located here for 36 years and hope to remain here 36 years longer. We are doing business at the following stations under the following names: Brattleboro, Vt., Valley Grain Co.; Norwich, Conn., Norwich Grain Co.; Chatham, N. Y., Chatham Grain Co.; Pittsfield, Mass., Pittsfield Grain Co.; Westfield, Mass., Smith Feed Co.; Palmer, Mass., Cutler Grain & Coal Co.; Thorndike, Mass., Thorndike Grain Co.; Warren Mass., Warren Grain Co.; West Brookfield, Mass., The Cutler Co.; Brookfield, Mass., Brookfield Grain Co.; Framingham, Mass., Cutler Grain Co.; Milford, Mass., Milford Grain Co.; Hopkinton, Mass., Hopkinton Grain Co.; Clinton, Mass., Wallace Grain Co. and the Cutler Co. at this point.—The Cutler Co.

NEW YORK.

Oneida, N. Y.—The plant of the Oneida Mig. Co. was damaged, Oct. 18, to the extent of \$500 by fire that destroyed much other property near the plant. A grain shed was burned and the engine room somewhat damaged.

Buffalo, N. Y.—The directors of the Corn Exchange adopted the following rule Oct. 3, and it is now in force: "That the liability of the shipper on grain shipped to Buffalo shall terminate at the expiration of 96 hours exclusive of date of original inspection on all cars graded subject to reinspection, account of any inability to thoroly inspect (plugged cars excepted), and such cars shall be accepted on the original inspection unless grade is changed within said time." The rule was adopted at the request of the Illinois Grain Dealers Ass'n.

NEW YORK LETTER.

Wyckoff Linnington, a retired grain and hay merchant, died Oct. 4, at the age of 88.

Harry R. Gordon and H. G. Gore have applied for membership in the Produce Exchange.

Fagg & Taylor of Milwaukee, Wis., will open an office in the Produce Exchange with Ed. W. Clapham in charge.

Timothy L. Woodruff, former lieutenant governor of this state, who died Oct. 14, was formerly in the grain business, owning 2 elvtrs. in 1887.

Stewart, Waters & Co., Inc., incorporated to deal in grain, real estate, etc.; capital stock \$500,000; incorporators Chas. O. Sullivan, M. E. Ireland and Thos. L. Waters.

NORTH DAKOTA.

Coteau, N. D.—Local elvtrs. are full of grain and cars are scarce.

Burnstad, N. D.—The Burnstad Elvtr. Co. is using a portable elvtr. until its new house is completed.

Knife River, N. D.—The Knife River Lbr. & Grain Co. and the Powers Elvtr. Co. have been granted sites on the Nor. Pac. Ry. at Hacen, no p. o.

Spiritwood, N. D.—Rounseville & Doty have installed a cleaner in their elvtr.

Sidney, N. D.—The elvtr. of the Winter-Truesdell-Ames Co. has been completed.

Towner, N. D.—We have painted our elvtr.—John W. Ekstain, agt. Dodge Elvtr. Co.

Wheechock, N. D.—I am now agt. for the St. Anthony & Dakota Elvtr. Co.—John Dahl.

Nash, N. D.—J. W. Cone is in charge of the elvtr. of the St. Anthony & Dakota Elvtr. Co.

Fortuna sta., Ambrose p. o., N. D.—Work is being rushed on the elvtr. of the Northland Elvtr. Co.

Glen Ullin, N. D.—The Curlew Elvtr. & Lbr. Co. has voted to increase its capital stock from \$50,000 to \$75,000.

Drake, N. D.—Fred Albrecht has bot the elvtr. of T. E. Slight and will take it down, rebuilding at another point.

Granville, N. D.—Johnson & Olson have bot the interest of E. C. Lacy in the local elvtr. operated as the Granville Merc. Co.

Devils Lake, N. D.—The Lake Grain Co., whose elvtr. burned Apr. 30, has leased the elvtr. of C. H. Baker. W. E. Bryant is mgr.

Hensler, N. D.—Missouri River Grain Co.; capital stock \$10,000; incorporators W. E. Hoopes, M. G. Hoopes and Geo. H. Stillman.

Deering, N. D.—The first car of rye ever shipped from this station was billed out Sept. 29 by G. S. Burtch, mgr. of the Acme Elvtr. Co.

Courtenay, N. D.—W. M. Anderson, formerly with the Osborne-McMillan Elvtr. Co., is now in the grain business for himself at this station.

Kulm, N. D.—Farmers Elvtr. Co. incorporated; capital stock \$20,000; incorporators John Ogren, John A. Stolt and Jos. Hollan.

Millarton, N. D.—Millarton Elvtr. Co. incorporated; capital stock \$10,000; incorporators, W. H. Long, W. C. Sanborn and Wm. T. Martin.

Ray, N. D.—Farmers Elvtr. Co. incorporated; capital stock \$10,000; incorporators A. H. Maides, Marian B. Maides and Van R. Brown.

Sharon, N. D.—John O. Jensen, treas. of the Farmers Elvtr. Co., was instantly killed Oct. 15, when his automobile overturned and pinned him beneath it.

Devils Lake, N. D.—Lake Region Grain & Securities Co. incorporated; capital stock, \$50,000; incorporators Ole Serumgard, John W. Maher and T. J. Shelver.

Dore, N. D., Fairview, Mont., p. o.—This station is 7 miles north of here and has one elvtr. owned by the Farmers Elvtr. Co.—Farmers Elvtr. Co., Fairview, Mont.

Garrison, N. D.—I am now buying grain at one of the elvtrs. of the Equity Farmers Elvtr. Co. here. I was formerly agt. for J. J. Mullaney at Chatsworth, Ia.—Ed Jorgensen.

Arnegard, N. D.—Since the announcement that this point would be used as the winter terminal for the Gt. Nor. arrangements have been made for the erection of 5 elvtrs.

Hoving sta., Milnor p. o., N. D.—The officers of our company are Oley Benson, pres.; H. T. Wilkie, vice-pres.; J. E. Miller, sec'y-treas., and J. A. Stockstad, mgr.—Farmers Equity Elvtr. Co.

Flasher, N. D.—Jos. Leonard recently caught his right hand in the elvtr. leg at the elvtr. of the Johnson-Albrecht Co. and before he was released his arm was broken in two places and his hand badly crushed.

Berlin, N. D.—The Equity Elvtr. Co. sold its elvtr. back to the Schmid & Anderson Grain Co. and bot the elvtr. of Herman Goehl. I am mgr. and we have handled 250,000 bus. to date. On Aug. 19 we handled 170 loads and loaded 22 cars.—A. H. Freie, mgr. Equity Elvtr. & Tradng Co.

Fargo, N. D.—Mgrs. of farmers elvtr. companies in this state and Minnesota held a meeting in this city Oct. 17. A banquet was tendered the visitors in the evening at which C. C. Reiger was the principal speaker.

Mott, N. D.—Henry Barry, formerly mgr. for the Empire Elvtr. Co., has resigned and is now in charge of the new Stewart Elvtr. Mr. Monroe, formerly mgr. for the Geo. C. Bagley Elvtr. Co. at Griffin, has succeeded him as mgr. of the Empire company.

Langdon, N. D.—When Mgr. John Power of the Farmers Elvtr. Co. and his ass't, John Deneen, went down into the pit of the elvtr. to investigate the cause of the stoppage of the machinery of the elvtr., they found that a skunk had attempted to crawl into the leg of the elvtr. and had become entangled in the cups. The task of removing him was far from pleasant, but was accomplished nevertheless.

Eldridge, N. D.—The state railroad com'sn has ordered a hearing of the charges brot by the Farmers Elvtr. Co. against the Occident Elvtr. Co. and the Powers Elvtr. Co. of Minneapolis, and has set the date for Nov. 4. The farmers company contends that the two companies by their alleged unfair operations are attempting to secure a monopoly of the trade in that district. The proceeding is being taken under the state unfair discrimination law, passed by the last legislature, and recently declared constitutional by the attorney gen. In addition to the alleged overgrading and underdockage infraction, it is claimed that higher payments are being made for grain at Eldridge than at other points in the state, this being for the alleged purpose of forcing the farmers company out of business. Revocation of the companies' licenses to engage in business in the state is one of the penalties which the railroad commission may inflict if the complaint is sustained.

Bismarck, N. D.—The following order has been issued by the state railroad commission in regard to the practice of elvtr. companies of frequently allowing their houses to stand unused several years at a stretch, occupying sites which might better be used for other purposes, and frequently standing in the way of farmers who want sites, and who would buy the old house if it could be secured at a reasonable price: "Rule 21. All elvtrs. and public warehouses licensed to buy, sell, store and ship grain within this state, shall be kept open for business for the public during reasonable business hours from Sept. 15 in each calendar year to Jan. 15 in each succeeding calendar year; excepting that the owner of any such elvtr. or warehouse desiring to close the same for any grain buying season, may prior to Aug. 1 of any year show cause to the commission by affidavit, or other proof satisfactory to the commission, why such elvtr. or warehouse should not be opened for such reason, and if satisfied by such showing that the demands of the grain shippers at the station where such elvtr. or warehouse may be located do not require the operation of such elvtr. or warehouse for such season, or that by reason of crop shortage or for any other reason it would be a hardship to require such elvtr. to remain open for business for such season, the commission may issue a certificate to such elvtr. or warehouse permitting it to remain closed for business for a period of time not to extend beyond Aug. 1 next ensuing, and thereupon the license of such elvtr. or warehouse shall be and remain cancelled for such period; provided, however, that any such elvtr. or warehouse buying, selling, or storing grain within such period shall be liable to prosecution as for operating an elvtr. or warehouse without a license. Sec'y W. F. Cushing has issued the following notice: Objection has been filed with the commission on the part of the Chamber of Commerce of Minneapolis and request made for a hearing, which has been granted, and the hearing will take place at Jamestown, N. D., Nov. 4. On this same date a hearing will be held by the commission in re charges against certain Minne-

apolis elvtr. companies of unfair discrimination by which the Farmers Elvtr. Co. at Eldridge alleges it has been compelled to close its doors, a complaint broadcast in the land this year, and which may develop into a number of hearings in various parts of state.

New England, N. D.—In a recent decision of Judge Crawford of the 10th Judicial District, the profits of the New England Equity Exchange for the past year must be paid according to the stock instead of being prorated back to the stockholders according to patronage. He bases his decision on the state statutes which provide that all dividends of a corporation must be apportioned according to the stock held by the stockholders, and there is no provision that allows prorating according to patronage as outlined by the by-laws of equity exchanges. The decision was made in the suit brot by Otto Thress, a stockholder, against the exchange for \$40 alleged to be due plaintiff as his share of patronage profits for \$2,000 worth of grain marketed at the elvtr. It was admitted that he was entitled to the \$40 according to the by-laws of the exchange, but the defendants contended that while a dividend had been declared that the plaintiff should receive his share of the profit according to patronage, such acts of directors declaring a dividend on the patronage instead of on the stock was contrary to the state law and therefore null and void. The stockholders of the exchange have now reorganized the company and have elected the following officers: L. M. Mortenson, pres., C. E. Teath, vice-pres., John Van Bergen, sec'y-treas. The new company will be incorporated and dividends will in future be prorated instead of being paid on the capital stock.

OHIO.

Van Wert, O.—We are out of the grain business.—J. W. McMillen.

Pawnee sta., Lodi p. o., O.—F. A. Falconer has succeeded Falconer Bros.

Chippewa Lake, O.—I have succeeded the Chippewa Elvtr. Co.—O. J. Kean.

Saint Paris, O.—The Lock Two Grain & Mfg. Co. is building a 24x36 office building.

Cleveland, O.—We have moved our offices to 301 Commercial Bank Bldg.—O. W. Trapp, of Shepard, Clark & Co.

Galion, O.—Wesley Sherman, whose body was recently found in one of the local elvtrs., is believed to have been accidentally killed.

Kingston, O.—The Kingston Grain & Mill Co. incorporated; capital stock, \$10,000; incorporators A. W. Jones, C. Margraf, F. M. Synder, and others.

Big Springs, O.—I have sold my elvtr. to Johnson & Titter and am out of the grain business at present.—Frank Felger, Medicine Hat, Alta., Can.

Holgate, O.—The Holgate Grain & Supply Co., incorporated; capital stock, \$15,000; incorporators, J. H. Flowers and others. The new company will buy or build.

Eaton, O.—John Mings, employed in the elvtr. of Jos. Poos, recently had his ankle broken and the bones in his leg badly crushed when his foot was caught in a belt in the elvtr.

Lima, O.—E. E. McConnell, well known to the grain trade, will spend the winter in sunny California. Mr. McConnell is the local representative of the Eastern Grain Co. of Buffalo.

Kirby, O.—I have covered my 20,000-bu. elvtr. with J-M Asbestos Sheet Siding and have repainted the woodwork and lettering. The elvtr. looks better than it did when it was built in 1902. We have handled 125,000 bus. of grain and seed of the 1912 crop.—D. E. Maxwell.

London, O.—John B. Van Wagener has let contract for a 28x40 ft. addition to his elvtr. to the Reliance Constr. Co. It will be 68 ft. high and will be equipped with up-to-date machinery, having a handling capacity of 1,000 bus. per hour. It will be completed Nov. 1.

Pleasant Bend, O.—We have built a crib for ear corn and have installed a Sidney Sheller, Sprout Waldron Feed Grinder and a Clipper Seed Cleaner.—J. W. Dickman, mgr. Pleasant Bend Grain Co.

Sugar Ridge, O.—The elvtr. operated by L. A. Trepianer, filled with grain, burned recently; loss, \$40,000. The elvtr. was formerly operated by Royce & Coon. F. E. Wallace, agt., writes: We will build an elvtr. of the same capacity (28,000 bus.) and will make some improvements on machinery.

Tiro, O.—The following officers were elected at the recent annual meeting of the Cooperative Grain & Mfg. Co.: A. R. Morse, pres.; G. W. Cahill, vice-pres.; H. B. Morrow, sec'y; W. A. Brown, treas., and Allen Davidson, ass't sec'y and mgr. If permission can be obtained from the Penna. Ry. Co., who own the site of the present elvtr., the old house will be wrecked and a new elvtr. built.

London, O.—We have completed our elvtr. and are ready to handle this season's corn. We have a capacity of 25,000 bus. and the house is iron clad. Our machinery includes Smith Sheller and cleaner, dump with roller bearings, bins are all cribbed and hopped, and we load by gravity. We also have a Clipper Cleaner, Richardson Automatic Scale, Foos Gas Engine and Fairbanks 6-ton Wagon Scale.—F. J. Wood & Sons.

Columbus, O.—The regular fall business meeting of our Ass'n will be held at the Neil House, Columbus, Oct. 31st, convening promptly at 10 p. m. As our fall meetings are purely of a business character, where the entire time is given to the discussion of crop conditions and subjects of the most vital interest to grain dealers, matters which directly affect our financial success, thus broadening our knowledge of facts and conditions pertaining to the trade and enabling us to handle the business more intelligently and making more sure the return of a fair, just and reasonable profit, the importance of these meetings cannot be overestimated. The subject of the present short corn crop will be gone into fully, as well as other subjects in which all of us are deeply interested as dealers. The most important and interesting subject to be considered and discussed will be "Government Grades of Corn." We will also have a report from the conference with the Dept. of Agriculture at Washington on Oct. 29.—J. W. McCord, sec'y Ohio Grain Dealers Ass'n. All members are urged to be present.

TOLEDO LETTER.

Toledo, O.—The Toledo Grain & Mfg. Co. will install a Hall Signaling Grain Distributor.

Toledo, O.—Rats have recently caused considerable trouble to the Produce Exchange members by gnawing the telegraph cables between the floors in an endeavor to gain entrance to the exchange floor where grain is plentiful on account of the samples received.

The steamer "City of Berlin" of Fort William, discharged a cargo of 180,000 bus. of oats, Oct. 23, which graded No. 2 Canadian western white and tested 42 lbs. They originated around Winnipeg and are the first from that section that have ever reached this market.—J. F. Zahm & Co.

Toledo, O.—A grade of oats to cover cargo arrivals which will probably be known as No. 2 Canadian western white oats, corresponding with the Winnipeg grades, has been established by the directors of the Produce Exchange. All wheat of this grade sold will be graded out after being loaded into cars.

CINCINNATI LETTER.

The Armor Grain Co. is not represented in our organization.—W. C. Culkins, exec. sec'y Chamber of Commerce.

The first car of shelled corn consigned to this market was received by the Gale Bros. this week and was of excellent quality.—S.

A meeting of the Cincinnati Grain & Hay Exchange will be held at the Grand Hotel

on Oct. 27, to discuss the report of the corn standardization com'ite.—S.

The Cleveland Grain Co. has remodeled the Big 4 Elvtr. recently leased by them, installing electric equipment. A drier will be added as well as an oats bleacher.

The Armour Grain Co., of Chicago, has no representative here and never maintained an office here. Members of the trade should not be misled by H. J. Goode's efforts to use the prestige of the Chicago company to get business.

Guy M. Freer, manager of the Traffic Dept. of the Chamber of Commerce, has gone to Washington to attend a meeting of the Interstate Commerce Commission to discuss rates in which Cincinnati dealers are vitally interested.—S.

Supt. Culkins of the Chamber of Commerce and F. F. Collins of the Grain & Hay Exchange, delegates to the National Convention at New Orleans, have reached home safely. Mr. Culkins says that Cincinnati has a good chance of getting the 1914 convention of the Ass'n.—S.

The 74th anniversary of the Chamber of Commerce was celebrated by the members on Oct. 22. The hall on the second floor was filled to capacity, fully 5,000 being in attendance. In the evening Dean J. E. Harry of the City University addressed the members on the "City Beautiful," at a buffet luncheon.—S.

The traffic dept. of the Chamber of Commerce is making an effort to hold a meeting with the Cincinnati Freight Com'ite and the operating officials of the railroads entering this market with a view of securing a readjustment of freight service in this city. Owing to the floods and strikes the service has been somewhat crippled and unsatisfactory for some time and an effort will be made to secure more favorable conditions.

Receipts of grain at Cincinnati during September included 66,585 bus. of barley, 630,382 of corn, 853,974 of oats, 63,710 of rye and 674,878 bus. of wheat; compared with 14,906 bus. of barley, 733,460 of corn, 1,211,754 of oats, 85,730 of rye and 408,596 bus. of wheat received in September, 1912. Shipments for the month include 28 bus. of barley, 293,781 of corn, 638,899 of oats, 49,183 of rye and 336,035 bus. of wheat; compared with 1,091 bus. of barley, 368,556 of corn, 768,244 of oats, 18,200 of rye and 196,322 bus. of wheat shipped during September, 1912.—Wm. Culkins, supt. Chamber of Commerce.

The Armor Grain Company, of which Henry J. Goode is president, is rated as being ineligible by the Cincinnati grain trade. According to members of the grain trade Henry J. Goode is indebted for a large amount of money. Numerous complaints have been made regarding this company which has been in business about six months. This is the third time Henry J. Goode has started in business in Cincinnati, each time under a different name. About six years ago he was in business under the name of the H. J. Goode & Co., and later as the Consolidated Grain & Hay Co. This firm went under. Mr. Goode is now operating as the Armor Grain Company, and has an office in the Bodman building, 621 Main street. Members of the trade in Cincinnati declare that they will not have any business transactions with this firm. Henry J. Goode is not a member of the Grain Dealers Credit Ass'n, or the Chamber of Commerce. When connected with the Consolidated Grain Co. he was a member, but had some trouble and was expelled. He has, according to one member, made an effort to become a member, but will not be admitted. He is not a member of the Cincinnati Grain & Hay Exchange.

OKLAHOMA.

Jefferson, Okla.—Morrison Bros. will open the Jefferson Mill plant.

Enid, Okla.—The Enid Mill & Elvtr. Co. will build an addition to its plant.

Okeene, Okla.—C. E. Mills is now in the grain and feed business at this station.

Dill City, Okla.—S. T. Merritt will install a feed mill, manlift, pump and gas engine in his elvtr.

Pond Creek, Okla.—The new elvtr. of the Pond Creek Mill & Elvtr. Co. has been put into operation.

Stigler, Okla.—E. F. Dalton has bot the interest of G. H. Henry in the Dalton & Henry Grain Co.

Banner, Okla.—The Yukon Mill & Grain Co. has leased the elvtr. of the Canadian Mill & Elvtr. Co.

Garber, Okla.—McCafferty & Thorp will build a new feed house. Godfrey & Son have the contract.

Supply, Okla.—E. P. Burdick has succeeded Wylie Norman as mgr. for the C. B. Cozart Grain Co.

Helena, Okla.—The Arkansas City Milling Co. has bot the elvtr. of C. E. Davis and W. M. Halfhill will have charge.

Oklahoma City, Okla.—The peanut plant of the Russell Duncan Co. has been completed by Godfrey & Son, who had the contract.

Billings, Okla.—The Billings Grain Co. is installing a sheller, cleaner, feed mill and new engine in its elvtr. Godfrey & Son will do the work.

Nardin, Okla.—S. A. Crain, formerly with the Deer Creek Elvtr. Co., has succeeded W. A. Roberts as mgr. for the Blackwell Mill & Elvtr. Co.

Oklahoma City, Okla.—D. J. Rutledge has opened a grain and hay brokerage office in the American Bank Bldg. in this city. He was formerly connected with the Oklahoma Export Co.

Oklahoma City, Okla.—The Hardman King Co. is installing new dump, sheller and cleaner and will increase the capacity of its plant. Godfrey & Son have the contract.

Geary, Okla.—The Geary Mfg. & Elvtr. Co. has bot suit against the Farmers Elvtr. Co. at Clay Center, Kan., for the alleged non-delivery of 2 cars of wheat in 1911. The loss is placed at \$460.80.

OREGON.

Astoria, Ore.—The Astoria Mill & Elvtr. Co. will build a 100,000-bu. elvtr. and a 500-bbl. mill.

Brownsville, Ore.—The Brownsville Warehouse and the Brownsville Flouring Mills are now under one management. Seed, oats, feed, etc., will now be handled.

Portland, Ore.—The California & Oregon Grain Elvtr. Co. has completed 28 receiving tanks with a capacity of 65,000 bus. and is now making extensive warehouse and dock improvements. A tower 17 ft. high, which will cost \$1,200, will be built.

PENNSYLVANIA.

Pittsburgh, Pa.—Peter Keil, the first vice-pres. of the Grain & Flour Exchange, died recently at the age of 83.

Pittsburgh, Pa.—Roger McDonald has leased a 3-story brick warehouse and will engage in the grain, feed and flour business.

Tyrone, Pa.—The F. D. Byer Co., operating the plant of the Tyrone Mfg. Co. at this point, is building a 12,000-bu. grain storage addition 30x45 ft., 5 stories high.

Atlantic City, N. J.—The 36th annual convention of the Pennsylvania Millers Ass'n was held in this city, Sept. 10, 11 and 12. The questions of milling-in transit, the proposed bill before the next legislature in relation to the putting of the weight of the contents on all packages, and standardization of grain, were discussed with interest. The report of the com'ite on grain adulteration was read by Chairman H. M. Barker and was heartily endorsed, as was the report of the Insurance Com'ite, giving many suggestions for the prevention of fire loss in elvtrs. and mills. E. C. Hutchinson of Trenton, N. J., was re-elected pres. The meeting was well attended.

SOUTH DAKOTA.

Humboldt, S. D.—Joe Betts has bot the elvtr. of T. C. Raney.

Elrod, S. D.—V. Babcock is now agt. for the Atlas Elvtr. Co.—J. C. Wynn.

Volin, S. D.—A. R. Young has bot the elvtr. of the Hart Elvtr. & Mfg. Co.

Yankton, S. D.—Chas. McKeachie is reported to have bot an elvtr. at this point.

Hitchcock, S. D.—I think I will quit the grain business soon.—J. B. Morrison, agt. G. W. Van Dusen & Co.

Lennox, S. D.—The Lennox Milling Co., incorporated; capital stock, \$30,000; incorporators, H. B. McFarland, T. K. Coles and A. B. McFarland.

Watauga, S. D.—We have handled about 15,000 bus. of grain since our elvtr. was opened Sept. 30. I am mgr. of the Farmers Elvtr. Co.—J. E. Uehl.

Victor sta., Mt. Vernon p. o., S. D.—The Victor Elvtr. Co., incorporated; capital stock, \$10,000; incorporators, Anton H. Dahl, Hans E. Lien and Wm. Klem.

Hartford, S. D.—Thos. Thompson stepped too near a belt in the elvtr. of the Farmers Elvtr. Co. and was caught in it and badly crushed. His injuries are serious.

Yale, S. D.—Our elvtr. is rapidly nearing completion. It is of cribbed construction and will be equipped with cleaner, automatic scale, etc.—F. A. Trumm, mgr. Farmers Elvtr. Co.

Belle Fourche, S. D.—The Tri State Mfg. Co., incorporated, with V. Bernard as pres., H. Quarnberg, vice-pres., C. A. Quarnberg, sec'y-treas. The new firm will succeed Bernard & Spady.

Holt sta., White Rock p. o., S. D.—The elvtrs. of the Hokanson Elvtr. Co. and the Osborn-McMillan Elvtr. Co. at this station are practically completed and will be ready to receive grain at an early date.

Britton, S. D.—The elvtr. of the Farmers Grain Co. was threatened by fire Oct. 20, when the gasoline storage tank belonging to the elvtr. exploded. One end of the tank was blown out but quick action saved the elvtr. Vice-Pres. Geo. Elson was slightly burned.

Britton, S. D.—A dog recently fell into the boot of the elvtr. of the Farmers Elvtr. Co. and operations were suspended for several hours. The animal had become clogged in the elvtr. and it took considerable time to put the elvtr. in shape to use again. The dog was hurt, but hobbled away after being rescued.

Columbia, S. D.—J. J. Gannon, said to be a former agt. for G. W. Van Dusen & Co., at this station, was arrested Oct. 11 in St. Paul, charged with embezzling money from farmers thru grain manipulations. He is alleged to have issued a number of checks for wheat which was never in the elvtr. and to have cashed the checks among his farmer patrons. It is said that he has secured over \$275. Requisition papers have been asked and he will be bot back here to face the charges against him.

SOUTHEAST.

Winchester, Va.—The business of A. L. Shearer, who died Mar. 21, has been closed out.

Salisbury, N. C.—The new building for the Peeler Grain & Provision Co. is nearing completion.

Wilmington, Del.—The Clarke Elvtr. Co., incorporated; capital stock \$250,000; incorporators F. D. Buck, G. W. Dillman and R. E. Crawl.

Oneonta, Ala.—J. A. Brice and W. D. Cowden have formed a partnership and will engage in the grain and feed business at this point.

Norfolk, Va.—Pres. F. S. Royster of the Chamber of Commerce has appointed the following com'ite on hay and grain: J. H. Cofer, chairman; S. D. Scott, J. O. Reid, J. M. Gwaltney, G. F. Birdsong, V. L. Cofer, E. B. Hodges, F. H. LeGrand, J. W. Leigh.

Hattiesburg, Miss.—The Southern Distributing Co., incorporated to deal in grain, feed, etc.; capital stock, \$5,000; incorporators, J. E. Gray, T. H. and J. R. Gooch.

Anniston, Ala.—The report that Chamber of Commerce members were interested in the organization of a company to build an elvtr. is untrue. C. M. Woodruff of the Woodruff Feed Co. writes: There was some newspaper talk of building a public elvtr. but the surplus grain raised in this section would not justify it. The Chamber of Commerce did not take action on the matter because we have just completed an up-to-date 5,000-bu. elvtr. and can take care of all the grain brot here for sometime. We are equipped with power shovel, cleaner, automatic scales, automatic bagging scales and corn grinder.

TENNESSEE.

Nashville, Tenn.—H. H. Hughes of the Hughes Warehouse & Elvtr. Co. has bot the elvtr. formerly operated by the Ken-drick-Roan Grain Co.

Chattanooga, Tenn.—The Thomasson-Morrison Grain Co., incorporated; capital stock, \$25,000; incorporators, J. T., D. M. Thomasson, M. L. and Mark C. Morrison and L. L. Peak.

Nashville, Tenn.—The Steele Elvtr. formerly operated by the Bell Duff Grain Co., will be sold under foreclosure of mortgage securing \$750,000 in claims. Unsecured creditors are not expected to realize anything.

MEMPHIS LETTER.

The McDonald Hay & Grain Co. is out of business here. Wilson McDonald is dead.

Memphis, Tenn.—We are no longer interested in the grain business.—L. B. Lovitt & Co.

The Peoria Commission Co. was expelled from membership in the Merchants Exchange for failure to abide by a decision of the Exchange Arbitration Com'ite.

J. E. Tate & Co. will move into new quarters at 102-104 S. Front street as soon as the building has been thoroly overhauled and made adaptable to their business.

The Crump Lime & Cement Co. has succeeded Crump Bros. & Cook. A. J. Cook retires from the firm to enter business under the firm name of A. J. Cook & Co., Inc., and will handle grain, coal and building material.

Memphis, Tenn.—The elvtr. of the J. B. Horton Co., containing several hundred bus. of corn, oats and other grain, burned at 6:30 p. m., Oct. 17. Two carloads of grain on a sidetrack were also burned, but the warehouse and the office adjoining the elvtr. were saved. The building was owned by Major J. Bright Horton, who bot it from the West Tennessee Grain Co., taking possession Dec. 1, 1912. It was 2 years old and will be rebuilt at once. The loss is placed at \$25,000, partly insured.

TEXAS.

Corsicana, Tex.—We have discontinued our grain business.—J. J. Powell, Teague.

Munday, Tex.—The Knox County Elvtr. Co. has filed final proof of payment of capital stock.

Fort Worth, Tex.—The 19th annual convention of the Farmers National Congress will be held in this city.

Bishop, Tex.—The Bishop Ice & Gin Co. will build a 20,000-bu. elvtr. and a mill and will make a specialty of kafir corn and feed stuffs.

Fort Worth, Tex.—The Bewley Mills has let contract for a concrete and steel elvtr. to replace the one burned June 7, the work to cost \$65,000.

Cleburne, Tex.—The building occupied by J. L. Cleveland, burned at 11:40 p. m., Oct. 15. The fire spread to other buildings, the total loss being \$10,000.

Fort Worth, Tex.—The Werner-Wilkens Grain Co. has filed a petition in bankruptcy, scheduling liabilities amounting to \$112,000 and assets to \$198,000.

San Antonio, Tex.—W. H. Killingsworth, formerly sec'y and mgr. of Webster & Co., is now engaged in the grain, hay and feed business at this point, and operates as W. H. Killingsworth & Co.

Beaumont, Tex.—Our new elvtr. and mill now under construction, will be of reinforced concrete and steel. Our plant will be located on the Santa Fe, Frisco and the K. C. Sou.—Josey Miller Co.

Walnut Springs, Tex.—The Wichita Mill & Elvtr. Co. suffered a loss of \$1,750 on oats Oct. 20, in a fire, which destroyed the opera house and other buildings, the total loss amounting to \$8,500, fully insured.

Fort Worth, Tex.—A meeting of the executive com'ite of the Texas Grain Dealers Ass'n was held in this city Oct. 9 and resolutions advocating federal inspection of grain and endorsing the corn grades proposed by the Grain Standardization Bureau were adopted.

Fort Worth, Tex.—Contrary to the cheering reports of the health of Sec'y G. J. Gibbs of the Texas Grain Dealers Ass'n, Mr. Gibbs has been compelled to again give up the work of the ass'n and has been granted a 4 months' leave of absence. H. B. Dorsey, who acted as sec'y during Mr. Gibbs previous absence, will again take care of the work and will be acting sec'y of the ass'n.

WASHINGTON.

Chehalis, Wash.—The warehouse and mill of the Chehalis Produce Co. burned at 1 a. m., Oct. 14; loss, \$25,000; insurance, \$15,500.

Davenport, Wash.—Warehouse capacity in this vicinity is being taxed to the limit according to all reports. The 25,000-bu. bulk grain warehouse at Hite, is reported full as is the new 30,000-bu. bulk grain elvtr. at Mondovi. The new elvtrs. at Crescenton and Wilbur are also reported full and bulk grain is being hauled in large quantities to Reardan. Most of the grain marketed here comes in sacks but much bulk grain is expected as soon as the new elvtr. is completed. It is the opinion of the local grain men that in the next 5 years over 75 per cent of the grain will be handled in bulk.

WISCONSIN.

Juda, Wis.—We may do some improving in our plant.—Juda Lumber & Fuel Co.

Askeaton, Wis.—The elvtr. of the A. G. Wells Co. has been opened and is now in operation.

Superior, Wis.—The Gt. Nor. Ry. Co. has completed plans for the erection of a 4,000,000-bu. elvtr.

Baldwin, Wis.—The Equity Produce Co. has bot the elvtr. of the New Richmond Roller Mills Co. at this station.

Lodi, Wis.—The Lodi Grain Co. has installed a 40 h. p. gas engine in the new engine house recently added to the elvtr.

New Auburn, Wis.—Engebretson Bros. have bot the elvtr. of the New Richmond Roller Mills Co. at this station and are operating it.

Mondovi, Wis.—The Cargill Elvtr. Co., whose elvtr. was struck by lightning June 21, has bot the elvtr. of David Blum and has remodeled it.

Superior, Wis.—The Belt Line Elvtr. was damaged by fire Oct. 10 to the extent of \$600. One report gives the cause of the fire as a hot box in the elvtr. leg and another says it was due to the ignition of waste in the basement.

Sister Bay, Wis.—The recently incorporated Liberty Grove Produce Co. has bot the elvtr. of the defunct Door County Equity Elvtr. Co. Officers of the new company are C. L. Grasse, pres., John R. Seaquist, sec'y, and Henry Larson, treas.—John R. Seaquist, sec'y.

Wausau, Wis.—H. E. McEachron of the H. E. McEachron Mfg. Co. has retired from the company after 30 years of service and has disposed of all his stock to the other stockholders. The company will continue to operate under the old name.

Cassville, Wis.—The C. B. & Q. R. R. Co. has condemned our warehouse for right of way purposes and has wrecked the building. We are out of the grain business at present and are undecided as to building another warehouse or elvtr. At present there is no building of the kind at this station.—Klindt Geiger & Co.

Madison, Wis.—That traveling salesmen and solicitors must be working at a stipulated salary to be eligible to benefits under the new compensation act, is the ruling of the State Industrial Com'n in a recent decision which is as follows: 'First—Salesmen who sell goods on commission are not to be classed as employees under the provisions of the workmen's compensation act. Unless the person is in the service of the employer under a contract of hire he is not to be considered an employee under the act. Second—if traveling salesmen are in the service of the employer under a contract of hire they are to be considered employees under the act, and in case they receive injuries while they are engaged in the performance of duties growing out of or incidental to their employment, they are entitled to the benefits of the compensation act.'

MILWAUKEE LETTER.

The Milwaukee Malting Co. will build a \$2,000 storage addition to its plant. Thomas Sampson has succeeded F. R. Morris as pres. of the Morris-Parry Grain Co. He will also be mgr. B. J. Aston has severed his connection with the E. G. Haddon Co. and will engage in the grain and provision commission business on his own account, operating under his own name. Elvtr. "A" operated by the Donahue-Stratton Grain Co. has been put in up-to-date condition. A new 100-ton track scale, and 2 new boilers have been installed. Foundations are also being laid for a 750-bu. per hour drier to cost \$10,000.

Wallace W. Nash, Chester L. Sampson, Edgar C. Roberts, L. D. Donahue, H. Clinton Chase, Erwin H. Saeger, R. C. Jones, A. A. Bentley, James T. Murphy, H. W. Sukow and P. C. Newlin have been admitted to membership in the Chamber of Commerce.

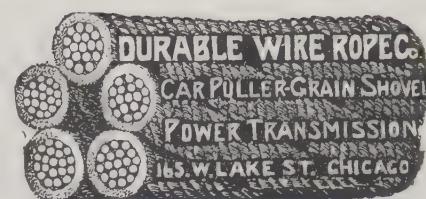
Chief Inspector Breed has been notified by the com'ite of supervisors of grain inspection and weighing of the Chamber of Commerce not to inspect any grain received at any point outside the grain yards, and which has not been placed on the regular inspection tracks, except when request is made for re-inspection.

WYOMING.

Greybull, Wyo.—Have closed the elvtr. for the present.—L. E. Watson, sec'y and mgr. Standard Grain Co., Basin.

THE MILWAUKEE Chamber of Commerce, thru its board of directors, recently ruled that the membership of a member who had been an executive officer of a corporation which was going thru bankruptcy, could not be transferred in the face of objections to such transfer made by fellow members to whom he was personally indebted, the indebtedness having no connection with the corporation.

THE CROW is a friend of the farmer, according to the United States Department of Agriculture. Its experts found that the crow consumes large quantities of grasshoppers, cut worms, white grubs and other injurious insects. Crows are only a source of loss to the farmers when they become so numerous that their normal food is not sufficient and they are obliged to feed on cultivated crops.



Sample Envelopes

Non-Sifting

Designed especially for mailing samples of grain and seed. Specimens Free.

TULLAR ENVELOPE CO.
67 Larned St. Detroit, Mich.

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
124 Perley St., SOUTH BEND, IND.



R

+ FUMA = Live weevil plus a little Fuma equals dead ones every time.

Fumigate Your Elevators and Mills with

FUMA

The only satisfactory method of treating grain in the bin, kills all insects, weevils, moths, etc.

10c. per lb., in 50 lb. and 100 lb. drums.
Send for printed matter.

EDWARD R. TAYLOR
Manufacturing Chemist PENN YAN, N. Y.

Transit Leaks

are unknown to the grain shippers who use

Kennedy Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof.

CHEAP—MODERN—PROFITABLE

Write now for particulars

The Kennedy Car Liner & Bag Co.

SHELBYVILLE, INDIANA, U. S. A.

Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

Grain Dealers Journal

Grain Carriers

The National Industrial Traffic League will hold its annual meeting Nov. 13 and 14 at the Hotel La Salle, Chicago, Ill.

Wheat traffic thru the Sault Ste. Marie canals during September amounted to 20,715,111 bus., compared with 17,306,422 bus. during September, 1912.

A railroad from Maytown, Wash., to Doty, Wash., via Centralia and Chehalis, will be constructed by the Chicago, Milwaukee & Puget Sound Railway.

Portland, Me., has established a new record for itself as a grain shipping port. During this month over 1,000,000 bus. of grain were loaded out at its docks.

The wreck of the steamer William C. Richardson, which sank in front of Buffalo harbor on Dec. 9, 1909, with a load of flaxseed, was dynamited Oct. 20 in order to clear the channel.

Grain rates from Klamath Falls, Ore., to San Francisco, Calif., were recently reduced from \$5.40 to \$5 per ton, and rates to Los Angeles from \$8.50 to \$7.50 per ton, by the Southern Pacific. This rate is 50c per ton lower than those from other southern Oregon points.

Charles A. Prouty of the Interstate Commerce Commission will become director of the physical valuation of railways, effective Nov. 1. Mr. Prouty has served continuously on the Commission since 1896. His successor has not yet been chosen.

The Chicago, Rock Island & Pacific Ry. has reduced its grain rates from northwestern Iowa and Minnesota points to Chicago, Ill., and Milwaukee, Wis., about 1c per 100 lbs., effective Oct. 8, in order to equalize the recent reductions in rates from this territory to northwestern markets.

Complaining that rates from Kansas City, Mo., to southeastern Tennessee and Mississippi are too high, compared with those applying from Omaha, Neb., the Kansas City Board of Trade has filed complaint with the Interstate Commerce Commission against the Frisco and Illinois Central railroads.

The South Dakota Railroad Commission has ordered that, on all freight shipments passing over two or more roads, the rate on each road must not exceed 80% of the local rates, and at junction points where there are track connections, there must be no charge for switching. This order, of course, applies only to intrastate traffic in South Dakota.

The proposed cancellation of proportional rates on grain, grain products, and seeds from southern Illinois points to Texarkana, Ark., has been suspended by the Interstate Commerce Commission from Oct. 15 to Feb. 12, 1914. The abolition of these rates would increase the freight charges 33% over present rates.

The express companies were given until Dec. 1 to put the new express rates recently ordered by the Interstate Commerce Commission into effect. The companies requested the authority to make an increase of 3½c on rates for packages weighing less than 100 lbs.; but the Commission refused, and it is expected that the matter will be fought out in the courts.

Advances in grain rates from Central Freight Ass'n territory to the Atlantic seaboard, and from Chicago, St. Louis and other Mississippi River points to Oklahoma stations were suspended recently by the Interstate Commerce Commission until May 1, 1914, pending investigation.

The net car surplus decreased to 37,198 cars on Oct. 15, compared with 41,994 cars, the surplus on Oct. 1, according to the American Railway Ass'n. The shortage amounted to 43,246 cars, compared with a shortage of 31,620 cars on Oct. 1. These figures indicate a rapidly growing car stringency.

New rates on grain and flaxseed from southern Minnesota and South Dakota stations to Minneapolis and Duluth, Minn., are established by the recent decision of the Interstate Commerce Commission in the South Dakota rate case. This decision requires the carriers to maintain differentials ranging from 1c to 3½c per 100 lbs. between Minneapolis and Duluth.

"Full crew" laws are now in effect in twenty states. These bills regulate the number of men which must be employed on railway trains, in most cases adding one or two men to the train crew. As a result of these laws, the number of train men employed on the railroads of this country increased 52% between 1901 and 1910, whereas the number of train-miles increased only 34%.

A serious car shortage is threatening to tie up traffic in the northwestern states, and the approach of cold weather is making the situation more urgent. The Interstate Commerce Commission has received numerous telegrams, asking that the situation be relieved; and it has issued an appeal to both shippers and carriers to expedite the movement of cars in order that they may perform the maximum of service.

Claiming that a rate of 19c on wheat from Coffeyville, Kan., to Memphis, Tenn., is exorbitant, the Rea-Patterson Milling Co., Coffeyville, has filed claim for reparation with the Interstate Commerce Commission against the Missouri Pacific and Iron Mountain railways. The company requests the Commission to establish a rate of 18c or 18½c, and asks reparation on 30 carloads of grain, amounting in all to \$66.77.

A low thru-rate on wheat and flour from Minneapolis to New Orleans and other Gulf ports, with milling in transit privileges at Kansas and Oklahoma points, will be established by the north and south railroads, according to a persistent rumor. The present rate is 23½c via Omaha and Kansas City to Westwego, La., and does not allow transit privileges anywhere. A rate of 23c is also in effect via St. Louis and a special rate of 21½c gives limited transit privileges at St. Louis.

The Louisville Board of Trade is suing the Louisville & Nashville Railroad before the Interstate Commerce Commission because the railroad company refuses to handle cars to or from industries having switch connections on its lines which are destined to or arrive from points on the L. & N. and are not routed via that line. In other words, the railroad company declines to switch cars which are routed over competing lines. The Commission will hold its first hearing in this case at Louisville on Oct. 28. The railroad company contends that its switches are private property and that the commission has no authority to regulate their use.

The steamer Elphicke, loaded with 160,000 bus. of wheat, was beached on Oct. 21 at Long Point, Ont., after a night-long fight with a severe Lake Erie gale.

The Ashland Farmers Elevator Co., Ashland, Ill., recently filed a reparation claim with the Interstate Commerce Commission against the Chicago & Alton and Missouri, Kansas & Texas Railways, on a carload of corn shipped from Prentice, Ill., to Fayette, Mo. The elevator company was charged 15c and claims that 12½c would have been a fair rate.

The Missouri Public Utilities Commission has finished taking testimony in the suit of the Kansas City, Mo., Board of Trade, against various Missouri railways, and will undoubtedly give its opinion in a few weeks. The Board of Trade alleges that the carriers are handling all shipments to Kansas City, Mo., from Missouri points, via Kansas City, Kan., in order that they may make these shipments interstate and collect interstate rates. Interstate rates are higher than intrastate rates; and the Board is contending that all such traffic is intrastate and should not be taken across the river into Kansas.—E. P. A.

Grain rates from stations in Iowa, Minnesota, Missouri, South Dakota and North Dakota to Chicago, Milwaukee, Minneapolis, Omaha, Duluth, St. Louis and Kansas City will be listed in a book now being compiled by W. M. Hopkins, manager, transportation department of the Chicago Board of Trade. About 4,000 stations will be given; and the rates from each station to all of the markets named will be shown together for instant comparison. The minimum weights and other regulations pertaining to grain traffic, as laid down by the various railways, will be included. The book will be ready Dec. 15 and will sell for \$2.50, the cost of publication.

THE ALFALFA WEEVIL, which is now doing so much damage in Idaho, Utah, and Wyoming, was first noticed in the spring of 1904 near Salt Lake City, Utah. The weevil is quite common in Europe, western Asia, and northern Africa; but it is not as destructive in the old world as it is here, probably because it is not checked by its natural enemies. The weevil lays its eggs on the young alfalfa plants in the spring, each female depositing a large number of eggs. These hatch in ten days, and the young larvae, which are about one-fourth of an inch long when fully grown, feed on the alfalfa. Frequently they damage the plant so severely that it does not grow tall enough to cut. The larvae then pass through the cocoon stage and soon emerge as a beetle. The beetle is dark brown and covered with black and gray hairs, giving it a mottled appearance. It is capable of flying considerable distances and farmers east of the Rockies are afraid that it will soon make its way over the mountains. The Department of Agriculture is studying the weevil in the hope of finding its natural enemies and devising ways of stopping the pest. The utmost vigilance will be required to avoid transporting the weevil to other parts of the country in shipments of alfalfa seed or hay.

Books Received

HARVEST IOWA SEED CORN EARLY is a pamphlet issued by the Iowa Agricultural College, containing instructions as to the selection and handling of seed corn. Extension Bulletin No. 14; paper covers, 8 pages; Ames, Ia.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission the carriers have made the following changes in rates:

C. & N. W. in Sup. 5 to 9462-B quotes rates on domestic grain from its stations to Eastern cities, effective Nov. 22.

M. & O. in Sup. 3 to 7365 gives rules governing re-hipping and transit privileges on grain and grain products at Cairo, Ill., effective Nov. 6.

Mo. Pac. in ICC A2439 cancels ICC A2399 naming elevator allowances on grain transferred at points in Ia., Ill., Kan., Mo. and Neb., effective Nov. 4.

Nor. Pac. in Sup. 3 to 1949-B quotes rates on wheat, corn, oats and barley between Minn., points and Superior, Wis., and stations in N. D., effective Nov. 12.

Ill. Cent. quotes a rate of 4c from East St. Louis, Ill., and 5c from St. Louis, Mo., on grain and grain products, to Chester and Steeleville, Ill., effective Nov. 1.

C. R. I. & P. in Sup. 11 to 13207-F quotes rates on grain and grain products from Mo. River points to stations in Ill., Ia., Wis., and connecting lines, effective Oct. 14.

C. G. W. quotes the following rates on wheat between Rochester, Minn., and Douglas, 3.3c; Pine Island, 4.4c; Lena, 4.6c; and Zumbrota, Minn., 4.8c, effective Nov. 1.

C. & N. W. in Sup. 1 to 14801 quotes rates on grain and grain products from Chicago, Ill., and Milwaukee, Wis., to its stations in Ill. between Peoria and Benld, effective Nov. 17.

Ill. Cent. in Sup. 20 to 1081-A quotes proportional rates on grain from Peoria, Pekin and East St. Louis, Ill., to points in Ind., O., Mich., N. Y., Ky., Pa. and W. Va., effective Nov. 15.

Great Nor. in Sup. 3 to 24294 quotes rates on grain and grain products between stations in Ill., Ind., Ia., Minn., Mo., N. D., S. D. and Wis.; and stations in Mont. and Ida., effective Nov. 10.

Nor. Pac. in ICC 5447 cancels 1673-A and 1652-B naming rates on wheat, corn, oats, and rye from Duluth, Minn., and stations in Wis.; to stations in Ill., Ia., Wis. and Mich., effective Nov. 14.

Nor. Pac. in ICC 5444 cancels ICC 5232 covering rules and charges for transit privileges on corn, kafir corn, rye, oats and barley at Tacoma, Seattle and Everett, Wash., effective Nov. 1.

Great Nor. quotes a rate of 20c on oats, wheat, bran, shorts, middlings and screenings between Spokane, Wash., and Kalispell, Whitefish, Columbia Falls and Somers, Mont., effective Nov. 12.

C. St. P. M. & O. quotes a proportional rate of 7.5c on corn, rye, oats, barley, spelt and grain screenings from St. Paul, Minneapolis and Minnesota, Minn., to Cotton and Stanley, Wis., effective Nov. 4.

C. & N. W. in Sup. 6 to 14500-B quotes rates on by products of breweries, etc., corn oil, linseed oil and cotton seed oil meal and cake from Clinton, Davenport and Lyons, Ia., to Eastern basing points, effective Nov. 15.

C. St. P. M. & O. in Sup. 13 to 2473 quotes a rate of 14.75c on wheat from Atchison, Leavenworth, Kan., Kansas City, St. Joseph, Mo.; to Doon, Ia., Luverne, Pipestone, Minn., Valley Springs, Sioux Falls, S. D., and Nebraska City, Neb., effective Nov. 5.

Mich. Cent. in Sup. 15 to 9073 quotes rates on mixed carloads of grain and grain products from Chicago junction points to eastern cities; also from its stations to Buffalo, N. Y., Detroit, New Buffalo, Mich., South Bend, Ind., Toledo, O.; also from its stations to Akron, Battle Creek, Bay City, Cassopolis, Charlotte, Grand Rapids, Jackson, Lansing, Lapeer, Manistee, Owendale, Owosso, Oxford, Rochester, Saginaw, and Traverse City, Mich.; effective Nov. 15.

Great Nor. quotes a rate of 18c on millet and flaxseed and 17c on grain between Ross and Manitou, N. D.; and St. Paul, Minnesota Transfer, Duluth, Minneapolis, Minn., and Superior, Wis.; also a rate of 21c on millet and flaxseed and 20c on grain between Mondak, Mont., and the same points, effective Nov. 10.

C. M. & St. P. quotes a rate of 12c on corn and oats and 13c on wheat from Council Bluffs, Ia., Kansas City, Mo., Omaha and South Omaha, Neb., to Cincinnati, O., Jeffersonville and New Albany, Ind.; and 13c on corn and oats and 14c on wheat from same points to Louisville, Ky., effective Nov. 1.

C. & A. cancels tariff 1602-B quoting proportional rates on grain and grain products from Kansas City, St. Joseph, Mo., and Elwood, Kan., to stations on C. & A. and connecting lines in Ill., Ind., Mich., Mo., Minn., O., and Wis.; and substitutes therefor rates named in tariff 1602-A in compliance with the order of the ICC on Sept. 13.

C. & N. W. in Sup. 20 to 11475-A quotes rates on grain and flaxseed between its stations in Ia., Minn., and S. D.; and Chicago, East Clinton, Peoria, Ill., Milwaukee, Green Bay, Marinette, Rhinelander and Hurley, Wis., Minneapolis, Minnesota Transfer, St. Paul, Duluth and Winona, Minn., and Michigamme and Marquette, Mich., effective Nov. 24.

Mo. Pac. in Sup. 6 to 4746 quotes rates on grain and grain products between Mo. River stations; and stations in Colo., Kan., Neb., Okla., and Mo., also between stations in states named; also on seeds; to stations in Ill. and Minn.; from Colo., Kan., Neb., Okla., and Mo. stations; also proportional rates on linseed cake and meal from Freedonia to Topeka, Kan.; and on flaxseed and cleanings to Freedonia, Kan., from Minn. stations, effective Nov. 17.

THE 100,000 BUS. of wheat which went down in Lake Erie when the steamer City of London was wrecked Sept. 30 have been purchased by the Armour Grain Co., Chicago, Ill., and will be reclaimed by means of a sand-sucker.

GOTTENBORG, the leading Swedish seaport, imported during 1912 grain as follows: Barley, 1,984 lbs.; corn, 29,179,427 lbs.; oats, 82,823,045 lbs.; rice, 24,668,707 lbs.; rye, 3,835,203 lbs.; and wheat, 14,038,813 lbs. Most of the corn imported came from Argentina.

THE PROVINCE of Saskatchewan, Canada, has created the position of Director of Co-Operative Organization, whose duty it will be to aid in the organization of co-operative companies. W. W. Thomson, B. S. A. has been appointed to fill this position.

THE INDIAN JUTE crop this year amounted to 8,751,775 bales, compared with 9,842,778 bales last year, a decrease of 91,003 bales despite a considerable increase in acreage. The annual consumption of jute amounts to 10,000,000 bales; and the crop shortage has made the price of raw jute the highest ever recorded.

THE INSTALLATION OF A WATER-TROUGH will usually more than repay its cost, altho this is a matter that must be decided according to local conditions. However, after a long drive on a hot day a farmer's horses are usually in need of water, and a water trough may prove a valuable business-getter at a station where the competition is severe.

Allowed Reparation.

The Interstate Commerce Commission recently granted reparation on the following claim:

Armour Grain Co., Chicago, against C. I. & L. Ry., refund of \$210 for overcharges on 70 carloads of grain shipped from Indiana points to Chicago.

HESS

When you contemplate buying a GRAIN DRIER there are many things to be considered, a few of them are as follows:

The **position and arrangement** of the drier in relation to your other machinery.

The **adaptability** of the drier to the various kinds of grain and seeds you will handle.

Its **efficiency**.

Economy in the use of steam and power.

The **amount of power** to be used.

The **durability** of its parts, and the ease with which repairs may be made, if necessary.

The **simplicity** of its mechanism.

The **convenience** in operation.

Accessibility of all parts of the apparatus.

The **self cleaning** qualities of the machine.

Its **range of work** from light drying or airing to the handling of water soaked salvage.

The element of **fire insurance**, as affected by the drier.

It is pretty evident that no advertisement could enlighten you very much on these points. Therefore, when you want full information on a drier, just let us send you a booklet, which will touch on these points fully, and show you how every one of these details has been worked out in the **HESS DRIER** of latest model. The booklet is free, and we are glad of the chance to send you one.

Hess Warming & Ventilating Company

907 Tacoma Bldg., Chicago

The Hess Improved Brown-Duvel **MOISTURE TESTERS** are more extensively used than all other makes put together. Another free booklet describes them and gives you full instructions for testing. Send for one.

HESS

Supreme Court Decisions

Delivery of Telegrams after Office Hours.—When a telegram is received by an agent of a telegraph company after office hours, it is his duty to make reasonable efforts to deliver it, and if he cannot do so he must endeavor to notify the sender of its non-delivery.—*Griswold v. Western Union Tel. Co.* Supreme Court of North Carolina. 79 S. E. 273.

Damages for Carrier's Refusal of Shipment.—In an action by a shipper to recover damages sustained by reason of the refusal of an interstate carrier to transport goods at the rate fixed by the Interstate Commerce Commission, where the shipper, by reason of the excessive rate, was forced to forego the shipment and sell the goods at a loss, he may testify as to their market value at the place of destination, having stated that he knew what their market value was, by reason of information gained on visits to that point and the reports of persons engaged in the sale of the goods shipped.—*Aldrich v. Southern Ry.* Supreme Court of South Carolina. 79 S. E. 316.

Measure of Damages for Delay.—A provision in the B/L as follows: "In the event of the loss of property under the provisions of this agreement, the value or cost of the same at the point of shipment shall govern the settlement"—did not furnish the measure of damages in the event of delay in transportation, and it was not error to refuse to instruct the jury, in an action for damages for delay in transportation, and the measure of damages would be the difference in the value of the property at the place of shipment at the time of shipment and the time it was actually received.—*Ft. Smith & W. R. Co. v. Awbrey & Semple.* Supreme Court of Oklahoma. 134 Pacific 1117.

Carrier's Liability.—The Carmack Amendment June 29, 1906, c. 3591, § 7, 34 Stat. 593 (U. S. Comp. St. Supp. 1911, p. 1307) to the Interstate Commerce Act Feb. 4, 1887, c. 104, § 20, 24 Stat. 386 (U. S. Comp. St. 1901, p. 3169), imposing a liability for damage to goods shipped upon the initial carrier, and providing that it shall not deprive the owner of any right which he had under the existing law, does not deprive a consignee of his right to a penalty for failure of the terminal carrier to pay the damages to a shipment or to inform the consignee of which carrier caused the damage, given by Act Feb. 15, 1910 (26 St. at Large, p. 717, Civ. Code 1912, § 2572), since the two statutes refer to the liability of different carriers.—*Du Pre v. Columbia, N. & L. R. Co.* Supreme Court of South Carolina. 79 S. E. 310.

State Courts Have Jurisdiction to Enforce Interstate Act.—Property was delivered to a carrier to be transported over its own line and some connecting lines. The property was unreasonably delayed in transit thru the fault of a connecting carrier. Held: (1) That under the provisions of section 7 of the Act of June 29, 1906, c. 3591, 34 Stat. 593 (U. S. Comp. St. Supp. 1911, p. 1307), commonly called the Carmack Amendment, amending section 20 of the Act of February 4, 1887, c. 104, 24 Stat. 386 (U. S. Comp. St. 1901, p. 3169), which amendment provides in substance that the initial carrier shall be liable for damages caused by it or by any connecting carrier to whom the property may be delivered or over whose lines it may pass, the initial carrier is liable for damages for said delay at the suit of the consignee. (2) That the state courts have jurisdiction of the action against the initial carrier, though its liability is created by said statute.—*Ft. Smith & W. R. Co. v. Awbrey & Semple.* Supreme Court of Oklahoma. 134 Pac. 1117.

Arbitration.—The plaintiff and defendant entered into an arbitration agreement for the determination of their accounts arising from a certain transaction; the agreement providing that the arbitrator should hear the evidence of both parties. There was a mutual understanding that no meeting should be held at a time that would interfere with certain business engagements which might call the defendant away from home. At the first meeting of the arbitrator both parties were present and made their statements, and each selected a representative to be present during the arbitration. At the time of the second meeting the defendant notified the arbitrator that he would be out of town on important business, but nevertheless the latter held a session, at which time two witnesses for the plaintiff were examined. At this meeting the defendant's representative was not present, not having been notified. The defendant had no knowledge that the witnesses had testified and stated to the arbitrator that he had no further testimony to offer. At the time the award was made the representative of the plaintiff was present, and also a relative of his, who had previously taken the testimony of the two witnesses and who transcribed the award. Held that, notwithstanding the tendency of courts to uphold arbitration awards upon considerations of sound public policy, the court could not sustain an award made on such ex parte proceedings as these.—*Thornton v. Thornton.* Court of Appeals of Kentucky. 159 S. W. 533.

A CARGO OF ARGENTINE corn, amounting to 300,000 bus. was purchased recently by a Chicago firm for delivery at Galveston on the basis of 74c, sacked.

CANADIAN WHEAT moved to market over half a month earlier this year than last, according to traffic officials of the Canadian Northern Railway. The movement this year began about Sept. 15; last year it did not start until October.

I HAVE BEEN READING the Grain Dealers Journal for the past ten years and would not be without it at any price, as the information a grain man gets out of the Journal is worth several times its cost.—C. W. McCausland, Lorah, Ia.

ARGENTINA is shipping bran to New York, and is also shipping corn to Baltimore and gulf ports. There is talk that it will remove its duty so that it can export wheat to this country, altho this is not probable in the near future. Argentine virgin wheat is superior to ours in quality. The government has imported two experts from the U. S. Department of Agriculture. The Argentine wheat market is dominated by a few large dealers.—C. A. King & Co.

Joint Meeting at Des Moines to Consider Corn Grades.

At a meeting called by the Department of Agriculture Oct. 21 at Des Moines, Ia., grain dealers and farmers to the number of 75 gathered at the Hotel Chamberlain, under the auspices of the Farmers' National Council of Co-operative Ass'n and the Western Grain Dealers Ass'n and listened to an explanation by Dr. J. W. T. Duvel, of the government's tentative corn grades, illustrated by charts. In the afternoon those present offered the government their views. In the mass meeting composed of both farmers and grain dealers the same recommendation was made as at New Orleans.

After supper at a closed meeting of the co-operative elevator men all were unanimously in favor of the tentative grades proposed by the government, believing that the farmer can grow corn containing only 17½% moisture if he tries to and that he will do so.

Crop Improvement.

A crop improvement train will soon be operated over the various railways in Wisconsin, if present plans are carried out. The train will be under the auspices of the Milwaukee Chamber of Commerce and the University of Wisconsin, and will be directed by Prof. R. A. Moore of the Department of Agronomy.

Winter wheat seed bred at the University of Iowa produced an average yield of 3.44 bus. an acre more than the average yield of the best local varieties. Pedigreed oats bred at the University produced 4.6 bus. per acre greater yield than the best local varieties. These results were obtained from tests made by farmers in various parts of the state under the direction of the University.

The winners of the Ohio boys' corn-growing contest will be given a big reception at Washington, D. C., Dec. 3. About 1,500 boys will make the trip, which is the prize offered to the boys growing the largest yield of corn on an acre. Their expenses will be paid by local business men, bankers, and grain men who believe that the enthusiasm aroused will do much to better the farming methods in Ohio and to increase the yields of corn.

The agricultural extension department of Purdue University, La Fayette, Ind., is co-operating with the agents of the country farm bureos in a seed-corn campaign. Prof. G. I. Christie has found that the stalk is a valuable guide in selecting seed. Corn selected from a stalk having 12 to 14 large leaves and holding the ear three and one-half or four feet from the ground in such a position that it is protected from the sun and from heavy rains, will give much larger yields than corn selected at random.

The Peoria Board of Trade recently appointed a com'ite, consisting of George L. Bowman, C. H. Feltman, F. B. Tompkins, Edward Murphy, T. A. Grier, A. G. Tyng, and others, to co-operate with Bert Ball, sec'y of the Crop Improvement Com'ite of the Council of Grain Exchanges, in the promotion of crop improvement work in the Peoria territory. This step is indicative of the progressive spirit of the Peoria Board and is also a recognition of the important part the grain dealer plays in the improvement of the quality and quantity of grain handled.

Iroquois County, Ill., on Oct. 23, organized a crop and soil improvement ass'n, with a charter membership of 160. The county commissioners agreed to give at least \$1,000 to the ass'n, acting under authority of the recently enacted Illinois statute authorizing county officials to make such appropriations, not to exceed \$5,000, out of the general taxes. Membership in the ass'n is limited to twelve farmers in each township. The purpose of this limitation is to enable the expert agriculturist of the ass'n to concentrate his efforts on a few farms to good effect, rather than to distribute them over a large number of farms with probably slight effect. Frank H. Demaree, agronomist of the Crop Improvement Com'ite of the Council of Grain Exchanges, was at hand to help in the organization of the ass'n.

A COLD BLAST was found more effective than steam heat for drying a lot of damp wheat by the East Side Iron Elevator Co., Toledo, O., and tests will be made to see if the cold blast works with equal satisfaction in drying damp corn.

Insurance Notes.

The Illinois Industrial Board, which was recently created to enforce the workmen's compensation act, has been organized and recently opened offices in the City Hall Square Bldg., Chicago.

C. H. Cole has been appointed to succeed the late I. N. Just as manager of the Pacific coast office of the National, Michigan and Ohio Millers Mutual Fire Insurance Companies. This office, which is at

Seattle, Wash., will be known as the Pacific Millers Fire Insurance Agency. Mr. Cole was formerly in charge of the inspection department of the Millers National Fire Insurance Co. at Chicago.

We could not get along without the Grain Dealers' Journal.—J. E. Wells & Co., Sidney, O.

Workmen's Compensation or Employer Liability Insurance

Protects you from liability imposed upon you by the Illinois Workmen's Compensation Law. Write for rates and information.

BALSLEY BROS.
GENERAL INSURANCE AGENCY,
SPRINGFIELD, ILLINOIS

GALVANIZED CORRUGATED
Steel Siding, Roofing, Fireproof Window Frames, Sashes, &c.



THE SYKES COMPANY, Chicago, Ill.
Sheet Metal Contractors, Makers of Fireproof Windows. Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

Shinn Lightning Rods

We will protect your elevator from lightning damage—\$75,000.00 Surety Bond backs my word. Your money back if building burns. I send an expert State inspector to examine each job. You get protection from Shinn.

Send for free catalog.

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Factory, LINCOLN, NEB.



F I R E

and your Water Barrels frozen or empty.

Use the "CALCIDE" Fire Barrel, which does not freeze up nor evaporate. Low cost. Recommended by Insurance Companies.

Write for Descriptive Folder.

PRODUCE REFRIGERATING COMPANY

Mention this Journal Minneapolis, Minn.



BE PROTECTED

Write or wire for a
"Short Term" Grain
Policy with the

TRI-STATE MUTUAL
Grain Dealers Fire Ins. Co.
of
Luverne, Minnesota

E. A. BROWN, Pres. E. H. MORELAND, Sec.
V. E. BUTLER, V.-P. B. P. ST. JOHN, Treas.

AJAX

WHEN $\frac{1}{3}$
of the fires are
caused by lightning

it behooves 3/3 of the elevator operators to equip their plants with the Surest and Best System of Lightning Protection—the

AJAX
SYSTEM

Every summer storm is another argument why you should investigate the AJAX today. Write

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420 N. Sangamon St., CHICAGO, ILL.

INCORPORATED 1877

The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of same at Cost.

Insurance in Force \$18,433,615.45. Cash surplus \$473,253.91.
GEO. POSTEL, President G. A. MCKINNEY, Secretary

HOME OFFICE: Alton, Illinois.

WESTERN DEPARTMENT: Mr. Rollie Watson, Mgr., 402 Sedgwick Bldg., WICHITA, KANSAS

SERVICE FREE

To the policy holders of the following Companies, a free service is being rendered by these Mutual Companies through their Fieldmen and by their Fire Prevention Department that is worth, to each individual in the preservation of his property, the cost of his Insurance Policies.

Besides receiving this service free, you receive your insurance at actual cost.

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Chicago, Ill.

WESTERN MILLERS MUTUAL FIRE INSURANCE CO.,
Kansas City, Mo.

OHIO MILLERS MUTUAL FIRE INSURANCE CO.,
Canton, Ohio.

PENNSYLVANIA MILLERS MUTUAL FIRE INSURANCE CO.,
Wilkes Barre, Pa.

MILL OWNERS MUTUAL FIRE INSURANCE CO.
Des Moines, Iowa.

THE MILLERS MUTUAL FIRE INSURANCE CO.,
Harrisburg, Pa.

TEXAS MILLERS MUTUAL FIRE INSURANCE CO.,
Ft. Worth, Texas.

MICHIGAN MILLERS MUTUAL FIRE INSURANCE CO.,
Lansing, Mich.

GRAIN DEALERS NATIONAL MUTUAL FIRE INSURANCE CO.,
Indianapolis, Ind.

Supply Trade

Des Moines, Ia.—The Union Iron Works, Decatur, Ill., has recently opened an office at 717 Hubbell Bldg., for the accommodation of its many Iowa friends and customers. C. N. Ward, who has had many years' experience in the installation and operation of grain handling machinery, will be in charge.

North Milwaukee, Wis.—Recent advice from the Avery Scale Co. contains the information that F. W. Fritchek, formerly its Iowa representative at Des Moines, is no longer in its employ. The Des Moines office will no longer be maintained. T. G. Lewis, with headquarters in the Brandeis Bldg., Omaha, Neb., will cover Nebraska and western Iowa.

There are only two ways you can increase your business; you must either get new customers, or more business from old customers. There are only two ways to get new customers; either sell them what you already have to sell, or provide something else for them to buy. There are only two ways of getting more business from old customers; sell them more of what you are now selling them or sell them something you are not now selling them. Advertising brings new customers for what you already have to sell. It often causes you to improve your product or the varieties of your goods, and so extends your business. It causes old customers to buy again, to speak of your wares to others, and to buy other things from you. It forces you to consider how your proposition compares with that of your competitors, and so lets in new ideas and policies, all making for a larger and more successful business. It makes you build up the efficiency of your selling force to take care of the new business, and in turn helps to develop the old business. At every point, then, advertising helps business. It seldom gets credit for all the influence it has in a business, but it is the real cause of a great deal of fundamental improvement in all parts of a business.

Washington, D. C.—Manufacturers of the country should be very much interested in "H. R. 7595," recently passed by the House of Representatives, and now under consideration by the Committee on Finance in the Senate. It ostensibly provides for the free importation of articles intended for foreign buildings and exhibits at the Panama-Pacific International Exposition, and for the protection of foreign exporters. The "nigger in the woodpile" in this instance is concealed in Section 6, reading "that the rights protected under the provisions of this act shall begin on the date of the arrival of the pattern, model, article, etc., so imported, and continued for a period of three years from the date of closing." It is easy to look beyond this to the possible and probable outcome of this act. The foreign manufacturer, by it, can adapt the new and original designs of his U. S. competitor, exhibit his adaptation at the Panama-Pacific Exposition, and be thereafter, for three years, protected against the original designer and manufacturer, who may thereby be judged guilty of a misdemeanor and punished by imprisonment not exceeding one year, or by a fine of not less than \$100, nor more than \$1,000, or both, in the discretion of the court.

Chicago Callers: A. T. McLeod, Mgr. National Automatic Scale Co., West Pullman, Ill.; M. J. Young, representative Philip Smith Mfg Co., Sidney, O.; A. H. Smith, Michigan representative Huntley Mfg. Co., Silver Creek, N. Y.

THE RUMSEY CAR DOOR.

The most neglected and the least efficient part of present day railway equipment is the freight car door. The cars themselves have increased in size from 30,000 lbs. to 80,000 and 100,000 lbs. capacity. Heavy steel beams are used in the construction of the frame; and the modern freight car compares with its prototype of thirty years ago as the latest battleship compares with the Monitor. And yet, despite this advance towards greater carrying capacity and greater durability, no important improvement has been adopted in the car doors.

Apparently the one idea in the building of the door has been cheapness. The doors in general use are light, flimsy affairs, ill-fitting, admitting wind and weather, and one-third of the time hanging by one corner or torn loose altogether. Freight cars cost from \$800 to \$1,000 apiece; and yet for the sake of saving a few dollars a week, faulty door is used that, thru its failures, will keep the car out of service an important part of the time and, in many instances, make the car fit only for rough freight. In addition to this direct loss, there is an enormous sum paid out yearly by the carriers in claims for loss in transit, many of which losses are caused thru inferior doors. The lines of grain strung along every right-of-way are eloquent testimony of the heavy cost, both to the carrier and the shipper, of the present style of doors.

The railway managers could be excused for their negligence in this manner, if no better door were obtainable; but in the Rumsey car door will be found all of the features demanded of this much-abused part of the car equipment. It is as strong as the rest of the car body, and is so built that shocks are transmitted thru interlocking functions to the car superstructure. It is not only proof against wind and weather and an absolute protection against leakage, but is so built that it is almost impossible for thieves to break into the car.

The Rumsey door costs a little more than the packing-box style of door generally applied, but taking into consideration the loss and damage arising from the use of the latter, the Rumsey door is easily a money-saver. Full information will be supplied by the Rumsey Car Door Co. This is a matter of as much interest to grain shippers as to the railway managers themselves.

SECOND-HAND

Shellers, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Boilers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

GRAIN DEALERS JOURNAL
OF CHICAGO

Patents Granted

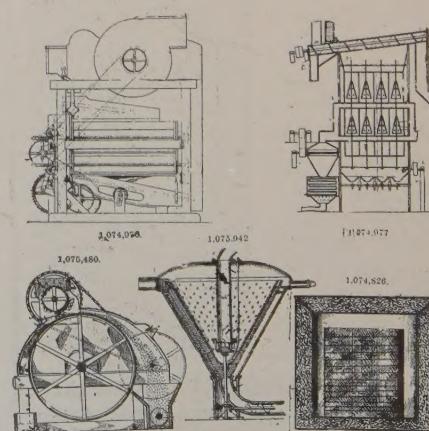
Seed-Tester. No. 1,074,826. (See Cut.) Willis Weaver, Sealy, Tex. A strip of absorbent material is adapted to receive samples and is provided with flaps which fold over the samples. The strip is wrapped around a hollow, perforated core, which is placed in a heat-insulated box adapted to receive the core and the strip.

Cleaner for Separator-Screens. No. 1,074,970. (See cut.) Theodore F. Morse, Silver Creek, N. Y. A number of brushes, arranged in oppositely parallel rows, are pivoted to a central shaft. Means are provided for reciprocating this shaft. The brushes in each row are connected together and independently so that the brushes may be moved toward and away from the screen.

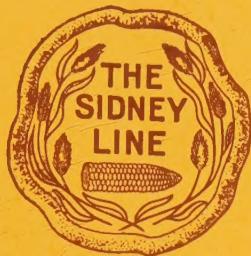
Grain Drier. No. 1,074,977. (See cut.) Peter Provost, Milwaukee, Wis. A grain drier comprising parallel vertical flues, air distributing pipes extending transversely thru and opening into the flues, and means for directing heated air into the pipes and flues. Means are provided for agitating the grain within the flues and for directing the heated air into the upper and lower portions of the flues.

Grain Separator. No. 1,075,942. (See Cut.) Samuel J. Rice, Escanaba, Mich. An inverted cone is closed at the top and open at the bottom. Fitted within this cone is another cone, perforated, and mounted so that it can be rotated. A pipe connection delivers grain to the bottom of this inner cone. Air is blown across the top of the cones; and an air pipe running thru the center of the inner cone delivers air into the grain at its lower end.

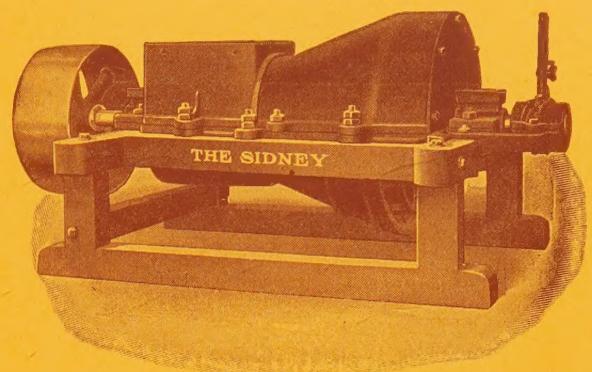
Seed-Cleaning Machine. No. 1,075,480 (See cut.) Alfred D. Kennedy, Greenville, S. C. A large rotating separating drum is combined with a small feed cylinder having projections arranged above the separating drum, a hopper for supplying seeds to the upper portion of the feed cylinder, an adjustable feed apron extending under the feed cylinder and pivoted to it, and means for adjusting the feeding end of the apron in the plane of rotation of the separator drum, whereby the seed may be delivered to the separating drum at various positions in advance of a vertical plane thru its axis.



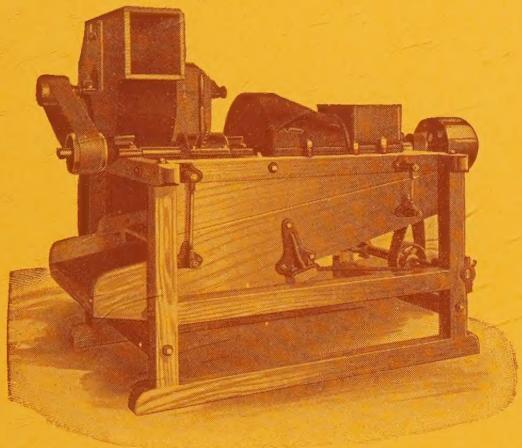
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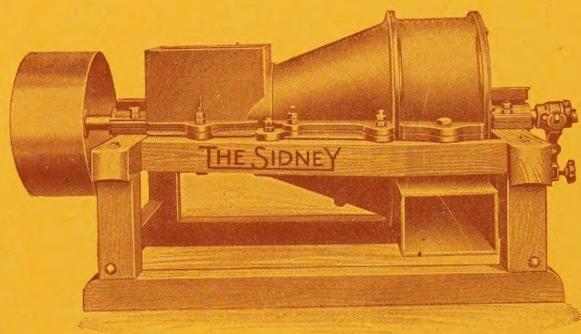
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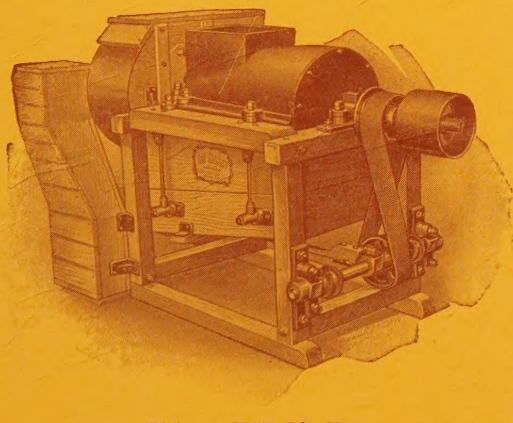
Sidney Regular Corn Sheller



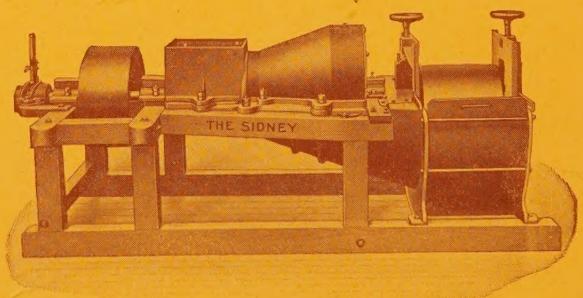
Sidney Combined Sheller and Cleaner



Sidney Fan Discharge Corn Sheller



Sidney Mill Sheller



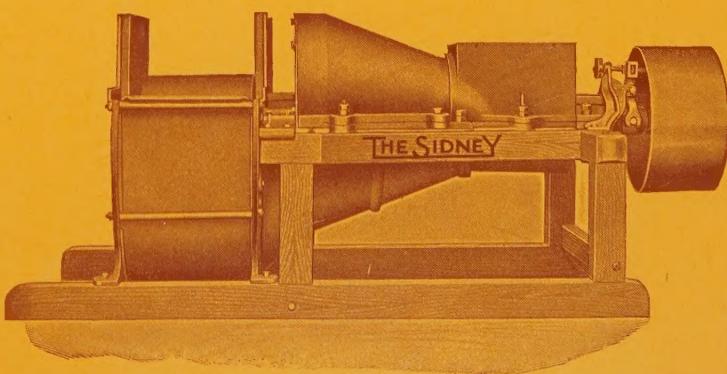
Sidney Combined Sheller and Boot, With Belt Tighteners on Boot

Write for catalogue fully describing the Sidney Line of Corn Shellers, Grain Cleaners, Chain Drag Feeders, Wagon Dumps, Manlifts, Elevating and Conveying Machinery.

The Philip Smith Mfg. Co.

SIDNEY, OHIO

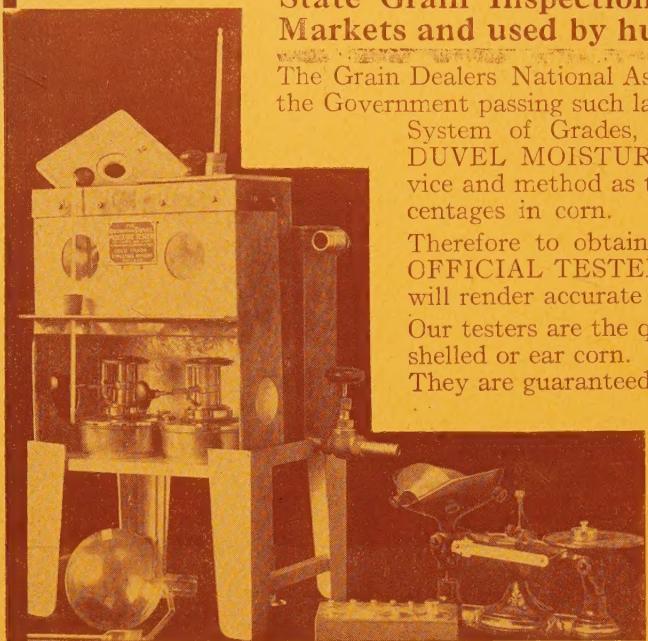
Warehouses { ENTERPRISE, KAN.
CEDAR RAPIDS, IOWA.



Sidney Combined Sheller and Boot, Without Belt Tighteners on Boot

The Official BROWN-DUVEL MOISTURE TESTER

There is but one form endorsed by the Grain Dealers National Assn., endorsed and used by the United States Government, used and recommended by the State Grain Inspection Depts., employed at all principal Corn Markets and used by hundreds of corn shippers.



Two-Burner Alcohol Tester complete with Trip Balance. Also made in four or six burners for alcohol, gas or electricity.

The Grain Dealers National Assn., at the recent meeting in New Orleans, endorsed the Government passing such laws at an early date for the establishment of a Uniform System of Grades, based upon the results obtained from the BROWN-DUVEL MOISTURE TESTER. The Government has endorsed this device and method as the OFFICIAL TESTER to determine moisture percentages in corn.

Therefore to obtain uniform grades and results you must employ the OFFICIAL TESTER, the one containing the *glass flasks*. No other kind will render accurate and uniform results.

Our testers are the quickest, simplest, safest and cheapest means of testing shelled or ear corn. They are well built and simple to install and operate. They are guaranteed to be absolutely accurate and to render perfect satisfaction when properly handled.

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Concerning Our Testers

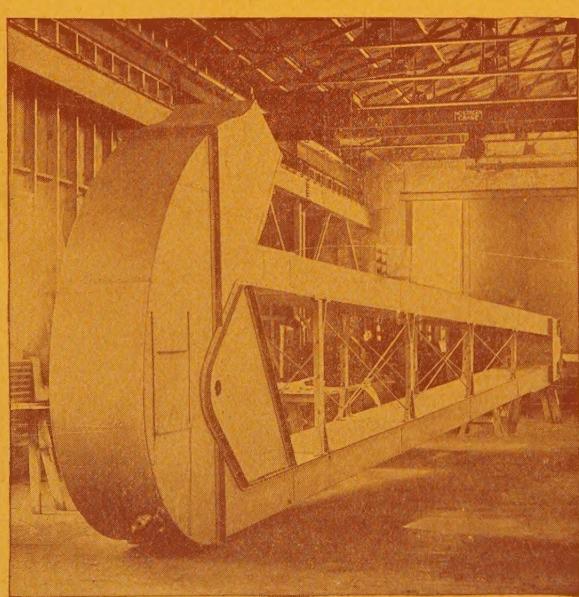
U. S. Dept. of Agriculture, Washington, D. C.—J. P. Gibbons, Chief Grain Inspector, State Grain Inspection Dept., Chicago—Robert Kettles, Official Sampler of Board of Trade, Chicago—Geo. A. Wells, Secy. Western Grain Dealers Assn., Des Moines, and C. B. Riley, Secy. Indiana Grain Dealers Assn., Indianapolis.

When the New Corn starts to move you need a Moisture Tester. You should write for our New Catalog and further reasons why both you and your competitor should buy an OFFICIAL BROWN-DUVEL MOISTURE TESTER. Write today, we have a Catalog waiting for your letter.

SEED TRADE REPORTING BUREAU

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which by gathering your losses, save you money.

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Superior to all.
Storm and
spark proof.
More and bet-
ter work.
Day-ly" efficiency.

Dirt and Dust
from your grain is an unavoidable loss, but dirt and dust about your elevator is a voidable loss. The loss of life, money and business can be avoided through the installation of a Day Dust Collector.

Write to Day today.

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1122 Yale Place, Minneapolis, Minn.